

World News

200

۰.

## Geneva arms talks seek to halve nuclear strength

The US and the Soviet Union resume talks in Geneva today aimed at halving their strategic nuclear strength and resolving differences over space-based anti-missile defences. The US is expected to seek unprecedented inspections of Soviet nuclear weapons before completing a new strategic arms treaty with Moscow, Page 2

#### Afghan plane crash

An Afghan plane with 36 people aboard crashed in southeast Iran after a struggle between the pilot and unidenti-fied hijackers. The Iranian news agency said 26 people including the pilot were known to have survived.

#### Kazakhstan protests

Fresh disturbances were reported yesterday in Soviet central Asia, where rioting youths in Kazakhstan burned cars, smashed shop windows, and overturned street kiosks apparently in protest at food rationing, rising prices and living conditions. Page 2

#### **Hungarian protest**

Romania, in a scathing protest, accused Hungary of allowing anti-socialist and anti-Roma-nian behaviour during the rehurial of executed Hungarian premier Imre Nagy. 5%

#### Himalayan accord

India and Pakistan have agreed to observe a 17-year-old peace agreement and redeploy their forces on a disputed Himalayan glacier to reduce the possi-bility of conflict. Page 4

## Swapo chiefs return

Eight senior central committee members of the South West Africa People's Organisation flew back to Namibia after prolonged exile in Angola, They. were greeted at Windhoek air-port by thousands of Nami-

KEY

## **UK** pressed to accept **EC** monetary unification

**Business Summary** 

Mr Felipe Gonzalez, Spanish Mr renpe conzatez, spanish Prime Minister, arrives in Lon-don today in a last-minute attempt to persuade Mrs Mar-garet Thatcher, UK Prime Min-ister, to drop her outright opposition to European Com-munity monetary union before

munity monetary union before next week's Community summit in Madrid.

The two leaders will meet just hours after the Spanish peseta formally joins the exchange rate mechanism of the European Monetary System after a surprise cabinet decision on Friday. Page 20

EUROPEAN Monetary System The French franc finished on a weaker note in spite of higher domestic interest rates. The Italian lira showed a

steady improvement as did the Belgian franc. Attention on the strength of the dollar helped to suppress the D-Mark which was unaffected by the Bundesbank's decision to leave key interest rates unchanged.

#### EMS Juna 16,1989



1231 ECU DIVERGENCE 000 5%



## TUmit ECU Parity T Day Position

Qiao appeared in a promi-nent photograph on the front page of the People'a Daily, the official party newspaper. In an accompanying article about a meeting to discuss the recent furmoil and a speech by Dong The chart shows the constraints on EMS exchange rates. The upper grid, based on the systent's weakest currency, defines the cross-rates from which only the Lira may move by more than 24 per cent. The lower turmoil and a speech by Deng Xiaoping. China'a paramount gives currencies' divergence

# PLO ready to participate in US plan for West Bank elections

### By Jihan el-Tahri and Tony Walker in Tunis

THE Paleatine Liberation Organisation is prepared to accept a US proposal for a dele-gation of Palestinians to negotiate terms for elections in the Israeli-occupied West Bank and

Gaza Strip. It is insisting, however, that it be allowed to nominate the negotiators, who would include prominent Palestinians from outside the territories. In an interview with the

Financial Times, Mr Yasser Arafat, the PLO Chairman, said possible candidates included Mr Edward Said and Mr Ibrahim Abu Lughod, Pal-

estinian-American academics Palestinians from within the who last year met Mr George Shultz, the former US Secretary of State.

Mr Arafat was adamant that he should be free to appoint the negotiators. He said the PLO would insist on elections under international supervision linked to a comprehensive settlement. The PLO would also demand the withdrawal of Israeli troops from the West Bank and Gaza Strip.

The US, during formal talks with PLO representatives held in Tunis early this month, suggested that a delegation of

occupied territories be authorised to negotiate with Israel about its election proposals. The US sees this as a way of

hridging the gap hetween Israel's refusal to negotlate with the PLO and the organisation's demands for self deter-mination and statehood in the occupied territories. Palestinian leaders spent the

weekend in an intensive round of late-night discussions on election proposals advanced by Mr Yitzhak Shamir, the Israeli Prime Minister, Mr Shamir has suggested elections as a way of

selecting Palestinian represen-tatives to negotiate the future status of the territories.

The PLO is suspicious of the Shamir plan. It views it as an attempt, backed by the US, to freeze the guerrilla organisa-tion out of the peace process and to neutralise the 18-month long Palestinian uprising in the occupied territories.

Mr Arafat said the PLO was prepared to authorise the delegation to discuss "everything, everything . . . anything the other side wants to discuss." There would no preconditions. "They have the right to say

what they want, and I have the right to say what I want," Mr Arafat said.

Arafat said. Bnt Israel is unlikely to agree to Mr Arafat's terms at this stage which would mean that it was, in effect, negotia-ting with the PLO which it hrands as a terrorist organisa-tion tion.

Mr Shamir's plan makes no provision for Israeli military withdrawal from the territories or international supervision of elections. The Israeli leader has also said repeatedly thet

Gaza. The occupied territories are regarded by the Israeli right as part of "hihlical Israel

The US has been pressing Mr Shamir to abandoo his refusal to agree to territorial comproto agree to territorial compro-mise. Mr James Baker, the US Secretary of State, last month called on Israel's leaders to give up their dreams of a "Greater Israel," and abide by UN resolutions calling for a withdrawal to pre-1967 war boundariae

boundaries. Mr Arafat said the PLO was Continued on Page 20 he would not agree to give up territory in the West Bank and Israeli inflation, Page 3

Thatcher faces party split over European elections By Philip Stephens in

London and David Buchan in Brussals

THE BRITISH Government will today begin an urgent post-mortem into its European election campaign amid sharp internal recriminations over the drawn without an entertied for the strong victory expected for the opposition Labour Party

opposition Labour leader, prered to proclaim victory later this morning, Mrs Margaret Thatcher faced sharp public

A majority of the electorate seemed to agree. Mr Haughey persisted. In the event, the election left Fianna Fail in a considerably weakened posi-tion and Mr Haughey regret-

The Labour Party and the smaller Workers Party hoth made substantial gains, particnlarly in working class urban areas. Both have ruled out any accommodation with a Fianna Fail administration.

Gael, saw its share of the vote plummet. The Greens Party, to date dismissed as an irrelevance in Irish politics, won its first ever Dail seat.

the country from bankruptcy" was Fianna Fail's boast, But during three weeks of cam-paigning, Mr Haughey was seen as being out of touch on a number of local issues, particu-larly the depth of resentment caused by cuts in the health

Fianna Fail has always seen itself as the natural party of power in Ireland. A party spokesman said yesterday that Fianna Fail was not "in the coantion mismes

## limit damage in economic relations By Steven Butler in Peking ment corruption.

China attempts to

#### CHINA appears to he

demonstrations that spiraled into nationwide urban protest

at the beginning of the month.

l calli

attempting to deflect the inter-However, Yuan did not back national criticism that has threatened its foreign eco-nomic relations after the off from the Government'a explanation of events, according to which the student move-ment had been manipulated by a small number of criminals recent violent suppression of peaceful demonstrations for greater democracy. Remarks hy Qiao Shi, the Chinese Communist Party attempting a violent overthrow of the state.

Most observers believe the student protests, which were never violent, were dying out Polithuro member in charge of state security, fell short of offering an olive branch to when troops were brought in. Tough questions put to Yuan by Mr Tom Brokaw, the NBC pro-democracy protesters hut set a tone of moderation. This could be important in re-estab-lishing popular acceptance of the Government, following broadcaster, were also shown on Chinese media. Mr Brokaw said that foreign media had videos of soldiers firing at unarmed protestors and that there was evidence that hun-dreds, if not thousands, of civil-ians died. Yuan stuck to the at the deginning of the month. Expectations were strength-ened yesterday that Giao would become the party's Gen-eral-Secretary. Zhao Ziyang, the incumbent, is almost cer-tain to be dismissed for sup-porting student protestors. Government lins that only about 300 people died, most of them soldiers. He said that 5,000 soldiers had been injured with 2,000 civilians.

Yuan said that unnamed senior party officials had com-mitted errors hy supporting student demonstrators and that they would be dealt with according to regulations. He was referring to Zhao and Hu Qill, the politburo member in charge of monograda

The tone of apparent moder-ation comes despite eight death sentences announced at

the weekend for attacks on

the weekend for attacks on military vehicles and buses during the rioting. This brings the total to 11, including three in Shanghai, although all those

sentenced are workers, peas-

ants, or unemployed persons,

An increase in the campaign of terror would be signalled by

death sentences for students,

not students.

who have heen treated with who have been treated with relative respect when shown on television after arrest. Workers have appeared in shackles, partly clothed and with guns pointed at them. Yuan gave assurances that the death penalty would not be widely applied. However, his tone of modera

However, his tone of modera tion seemed to be contradicted hy anti-US propadanda' in which the US was accused of interfering with Chinese domestic affairs and of trying to overthrow Chinese social

The US was also accused of violating international law by harbouring Chinese dissident Fang Lizhi and his wife in the

US embassy in Peking. Such an anti-US campaign has not been seen in at least a decade, and it appears to be undermining attempts to woo foreign businessmen back to China, Yuan warned ominously that those who left may regret their decision. The Chinese media's han-

dling of events continued to come under fire in the US yesterday. Mr Tom Foley, the Democratic congressional leader and Speaker of the House of Representatives, said

the Irish parliament, reassemfrom last night's results. As Mr Neil Kinnock, the further election was "not desir-able" and expressed a willing-

ness for talks with other parcriticism from within Conser-vative ranks over her approach to last 'Thursday's Mr Haughey has little choice but to compromise, Head of a minority administration for the past two years, he called an election in an attempt to secure a Fianna Fail majority poll. As voters in seven other

As voters in seven other European countries cast their ballots yesterday, socialist, environmentalist, nationalist and fringe parties looked set – as in Britain – to score the biggest gains, with turnont generally diminished by bril-liant weather. Yesterday'a polls took place in France, West Germany, Italy, Portngal, Belgium, Lux-embourg and Greece.

past two years and said the election was unnecessary. embourg and Greece. Early indications from West

German Chancellor Helmut Kohl's home region of Rhine-land-Palatinate suggested

By Kieran Cooke in Dublin IRELAND is set for a period of instability and complex political manouevring after the inconclusive weekend result of its general election. Mr Charles Haughey, the Mr Charles Haugney, the Prime Minister and head of the governing Fianna Fail Party, has said he expects to be renominated to head a new administration when the Dail, the Irich parliament, reassem-

**Ireland facing** 

of uncertainty

further bout

The small Progressive Demo-crats Party, which fought the election in alliance with Fine hles in two weeks' time. Mr Haughey also said that a

Sinn Fein, the IRA's political wing, failed to win a seat and saw its vote drop below the 2 per cent mark it had at the last election in 1987.

Mr Haughey based his cam-paign on his administration's efforts to bring Ireland's finances into order, "We saved service.

ED.

#### HK campaign

Hong Kong's community and husiness leaders launch cam naigns this week to step up pressure on the British Government to provide passports for at least 3.24m of the colony's people. Page 4

#### Ugandan aid bill

The Ugandan Government alarmed aid agencies with a hill that would put them under the control and supervision of a new board.

#### **Punjab violence**

Thirteen people were killed in connection with Sikh separatist violence in Punjab over the weekend.

#### Poles go to polis

Poles turned out in low numbers to vote in the second round of parliamentary elec-tions with nearly 300 Commnnists running for seats they failed to win in the first-round. Page 2

#### Marcos critical

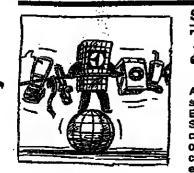
Former Philippines president Ferdinand Marcos underwent an emergency operation to stop bleeding from a gastric plcer and was in a critical condition in a Honolulu hospital.

#### **Arens in Germany**

Hans-Dietrich Genscher, the West German Foreign Minister, met his Israeli counterpart, Moshe Arens, and stepped up pressure on Israel to agree to an international conference on ending hostilities in the occupied territories.

#### Elfiel extravanganza

An extravagant party at the Eiffel Tower has opened a sum-mer of festivities marking the French Revolution'a bicentenary, but critics say traditional values of liberty and fraternity got lost in the process.



from the central rate agains the European Currency Unit (Ecu), itself derived from a bas-ket of European currencies.

SIX European and North American companies including Plessey, Thomson, and Sie-mens, have linked to develop a new telecommunications sys-tem for Nato's European armed forces. Page 20

goals of the student movement to improve democracy and put an end to widespread Govern-Espanol de Credito (Banesto), the second and third-ranked

board members and had their 1988 results approved at their respective annual shareholder

ESAB, world's leading welding equipment manufacturer, acquired L-Tec of the US in

Page 24 FINANCE Ministers from Latin America's main debtor nations were drawing up a proposal to urge industrialised countries to support the Brady Plan for reducing the Third World's foreign debt. Page 3

#### SD-SCICON, UK'a largest computing services company, won a 5.9m Ecu (\$6.1m) contract

## for a computer system to con-nect all 518 MEPS of the European Parliament. Page 8

EASTERN Air Lines, the bankrupt US carrier, is to sell its Philadelphia base and 16 DC 9-30 aircraft for \$206.5m to Midway Airlines. Page 24 **DEUTSCHE Terminbörse** 

(DTB), West Germany's new financial futures and options exchange, is set to start trading on January 26 next year. Page 24

VALEO, French car compo-nents group under the manag ment control of Mr Carlo De Benedetti, has teamed up with Nippondenso, largest Japanese car components company, in a joint venture in Spain to produce components for electronic ignition systems. Page 24

Starting today The birth of a 'transnational' A alx-part Management Page

series looks at how Electrolux, the acquisitive Swediah industrial group, is confronting the many organisational dilemmas created by its rapid global expansion. Page 12

for efforts to promote socialist democracy and to improve the legal system. He urged dialogue and co-operation with non-Communist party groups. Yuan Mu, spokesman for the state council, China's cabinet, said in a weekend interview with NBC, the US television network that the party continnetwork, that the party contin-

ned to embrace the original **BANCO CENTRAL** and Banco

Spanish banks which called off their proposed merger ear-lier this year, succeeded in rid-ding themselves of dissident Wasserstein Perella in talks with Gateway over possible bid

meetings. Page 24

a deal that will increase the Swedish group's annual sales by as much as 25 per cent.

pany

Appointments Arts-Revie

World Guide

By Nikki Talt in London

The Wasserstein Perella proposals may involve Great Atlantic & Pacific Tea Company, the fourth largest US food retailer, which is 51 per cant owned by the West Ger-

appeared to include some equity participation, possible

REPRESENTATIVES management of some stores or the pre-sale of certain Gateway of Wasserstein Perella, the US investment bank, and Samuel Montagu, its UK merchant stores to A & P. No firm details of the Wasserstein Perella proposals were

bank adviser, were last night meeting directors of Gateway. Britain's third largest food seristan Perella proposals were forthcoming. However, the deal seems likely to propose the sale of certain non-core Gate-way subsidiaries – in particu-lar Herman's, the US sporting goods retail chain – and possi-bly some UK Gateway stores. retailer, in an effort to agree a recommended leveraged bid. If the recommendation is

forthcoming and funding can be secured, the offer would top a £1.87bn (\$2.9bn) leveraged bid already on the table from Isos-celes, a newly formed UK com-However, it would probably involve the retention of Gate-way's superstores. By contrast Isosceles, if successful, intends to sell the superstores to Asda, the UK's fifth largest food ratsiler for 5705m

But Isosceles last night questioned how the financing and break-up sum of the rival bid - if if emerged - might work.

man Tengelmann group.

It was not clear yesterday precisely what role A & P might have, but the option formal announcement at the weekend appeared guarded. In a statement which followed persistent rumours on Friday, Wasserstein Perella said that,

through its leveraged buy-out fund, Wasserstein Perella Part-ners LP, it was reviewing the possibility of making a recom-mended offer for Gateway.

affair, Page 4

However, it added a caution-ary note to the effect that it frequently looked at deals and did not normally comment on market apeculation. In this case, it said, it was making the statement at the request of the Taksover Panel, the UK watch-

dog on bids and deals. The US investment bank said that a further statement would be made by tomorrow. would be made by tomorrow. However, if matters went smoothly last night, there appears to be some hope of a further statement later today. Isosceles' bid is to reach its final does on Thursday Hom. A&P previously discussed with Kohlberg Kravis Roberts, the US leveraged buy-out spe-cialist, a possible joint bid for Catomer (Theorem to be hade final close on Thursday. How-ever, in the event of a rival bid, Gateway. These talks hroks Isosceles would be free to Last night, Isosceles pointed extend or increase its terms. Isosceles has already acquired just under 20 per cent out that Wasserstein Perella's of Gateway'a equity, while institutions acting in concert with it own about another 5

1992 programme isn't a

response to overcrowd

iux strives to axploit an

## CONTENTS

THE MONDAY II	Dhirubhai Ambani believes that over the next 10 years a hand- ful of Indian compa- nies will find a place in the Fortune 500 list of the largest interna- tional companies. He has no doubts that hia Reliance group will be among tham	Europe: Ensuring the spive' charter London: The Tube'a r ing - raise fares Management: Electrof elusive halance Editorial comment: S The challange of global Lex: Rolls-Royce, cellul Survey: Belgium
Companies	Crossword34 Currencies	Lex

down last week.

Editorial comment: The challange of global		tha ERM;
Lezz Rolls-Royce, cellu		
Survey: Belgium	ومعذفا والدروة وموجوفهم وجاف	Section III
 Lex	-Wall Street	32-38

per cent

	Currencies 34	Lombard	-Wall Street
	Editorial Comment	Managoment 18	-London
	Eurobonds22	Management	UK Gilts
10	Financial Disry	Monday Page	US Bonds 22
······································	Intl.Capital Markets .22,23	Money Markets	Unit Trusta 29.31
17	Letters 18	Observer	Weather 20

the Chinese Government's attempt to deny that a mass slaughter of civilians took sharp gains for the right-wing Republican party in local elec-tions which took place at the same time as the European poll.

place at the square was "an enormous hig lie." He said he believed Presi-dent Bush should be more vocal in his criticism of the French voters were clearly jaded by their sixth election in little more than year and per-haps more than a little con-fused by a plethora of lists, particularly on the right. Continued on Page 20 Chinese leadership and con-sider further actions "if matters turn towards the worse, as they apparently are doing." Crackdown becomes a family Warming toward Brussels, Page 2

what is serious error of political judgment.

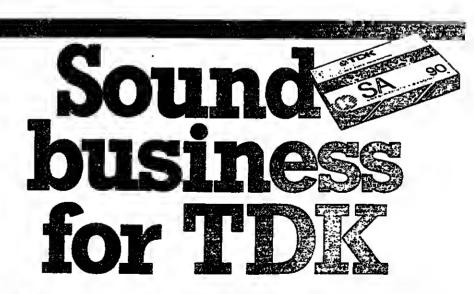
and so continue with a pro-gramme of tough economic

measures. Much of the opposition had supported the broad thrust of Government policy over the

Fianna Fail lost four seats and will have 77 members in the new Dail, six seats short of a majority. Fine Gael, the main opposition party, gained four seats and will have 55 members. One of the main features of the election was the rise of the left, which will have more dep-

uties than at any time in the past 20 years.

However, Fianna Fail and Mr Haughey will have heen chastened by this election. Compromises will have to be made. Fianna Fail could he forced into an agreement, if not a coalition with Fine GaeL This would signal the final hreak up of the old party moulds which have existed in Ireland since the civil war in the 1920s and a realignment of forces on right/left lines. **Observer**, Page 18



TDK were seeking a new address for their UK headquarters. They came to King & Co.

Our brief was clear. Find a modern, impressive, well appointed building close to the M25 - between Croydon and Dorking - which would reflect TDK's position as one of the world's foremost sound and video tape manufacturers.

An extensive search resulted in our acquiring the freehold of the prestigious building now known

as TDK House. Just minutes from the M25 at Redhill. And offering no fewer than 95 private parking spaces.

King & Co are one of the leading firms in the UK commercial property market. Through our Office Agency operations in London and throughout the country, we deal with the accuisition, sale and letting of all types of office property.

We recorded a major succass for TDK. We'd be pleased to do the same for you.





## **OVERSEAS NEWS**

## **UK BACKING FOR EC AT RECORD LEVEL** Britons warm towards Brussels, survey shows

EUROPEAN ELECTIONS

#### By Philip Stephens, Political Editor

THE latest elections to the European Parliament have coincided with a record level of support among British voters for British membership of the

European Community. A poll published last night as the elections in the rest of Europe drew to a close indi-cated that some 55 per cent of the British electorate - tradi-tionally lukewarm if not positively antagonistic towards Brussels - now support EC

Brussels – now support EC membership. Gallup, the polling organisa-tion responsible for the latest survey, said the figure was the highest since the question was first asked in 1972 and repre-sented a huge leap from a low point of 21 are cent in 1980 point of 21 per cent in 1980. Of the sample of 1.274 people interviewed last month, only 18

had no view. The poll, one of a series being conducted for the European Commission, is likely to

strengthen recriminations within the Conservative Party over the style of its campaign for the elections to the European Parliament. The campaign, which faced considerable criticism yester-

dey from some Conservative MEPs, focused on the Government'e readiness to defend British intereste against encroachmeot from Brussels. Many Conservative politicians believe that it misjudged the mood of the electorate and so



contributed to the Govern-ment'e heavy losses in the Strasbourg elections. Mrs Margaret Thatcher set the tone for the party's adver-tising with repeated stress on the need to defend British sov-ereignty in order to blunt the threat of a "socialist superstate in Europe.

That in turn brought sharp clashes with Mr Edward Heath, the former prime minister, who argued that the Prime Minister was out of touch with a growing popular commitment to Europe. The latest poll sug-gests that the electorate is evenly balanced over the issue of whether the Government should cede more sovereignty.

About 38 per cent of respon-dents said they "feared a lot" the transfer of power to the Community but some 36 per cent were unconcerned and 23 per cent saw it as only a minor threat. Asked to list possible drawbacks to the programme

**Ban on airliners** 

eased after crash

for the creation of a single market by 1992, only 15 per cent cited loss of sovereignty. Even those with reservations about the impact of the Com-munity believe that Britsin has no alternative but to participate fully. Gallup's sample suggests that 72 per cent of voters take that view, while only 13 per cent see other possibilities. The poll also reveals strong support for virtually all the key elements in the single mar-ket programme. Although the elimination of frontier controls was regarded as a disadvantage by 35 per cent, 53 per cent

saw it as a positive step. Other elements, such as job mobility, freer trade, and even alignment of rates of valuedadded taxes draw stronger majorities in their favour.



New Democracy opposition party leader Constantine Mitsotakis waves to supporters at a Greek polling station

## Dark clouds bring ill omens for Pasok's sunshine

#### By Andriana lerodiaconou in Athens

THOSE looking for omens in yesterday'e Greek general elec-tions found one in the unsea-sonable black clouds which waving flags and honking horns. sonable black clonds which towards mid-morning began to obscure the Attica sum. Nature in its own way appeared to be forecasting, along with the opinion polls, the downfall of Dr Andreas Papandreou'e rul-ing Panhellenic Socialist Move-ment (Pasok), whose emblem is

The impression that the con-servative New Democracy (ND) party led by Mr Constantine Mitaotakis would be the winopened abont the party's chances of securing a majority of seats in Greece's 300-member house. Under the current Greek electoral law this will depend on ND'e lead against Pasok as well as on the score of the Communist Alliance, which is ner of the contest yesterday was reinforced by the Socialists poor showing in their final open-air campaign rally in Athens on Friday night. expected to come in third

Though experily stage-man-aged to look well-stiended on television, the rally was in reality much thinner and tan-gibly less enthmainstic than the gathering organised by ND the night before. In the last three nights

before the elections Athens' main avenues became the They uniformly condemned Pasok for corruption. scenes of noisy drag-racing between ND and Pasok drivers,

## Rafsanjani visit will cement ties with Moscow By Quentin Peel in

ja¥

#### Moscow

THE rapidly-improving relations between the Soviet Union and Iran will be cemented this week with an official visit by Hojatoleslam Ali Akhbar Rafsanjani, which was confirmed in Moscow yesterday.

A series of economic and commercial agreements are expected to be finalised during his visit, including an accord to reopen the gas pipeline delivering Iranian natural gas to the trans-Caucasus region of the Soviet Union.

the Soviet Union. The Iranian news agency Irna said yesterday that Mohammad Javad Iravani, the Minister of Finance, had aheady left for Moscow to fin-alise preparations for the arrival of Rafsanjani, the Speaker of the Iranian parlia-ment, acting commander-in-chief of the armed forces, and expected to be the next Iranian president after elections in Angust.

August. Mr Mikhail Gorbachev, the Soviet leader, has pressed efforts to revive relations with

ò

្រោ

្ទីខ្

3

11 4

- PO- (

121

- n .

efforts to revive relations with Iran, despite a rebuff from the late Ayatollah Khomeini. Rafsanjani will be the most senior Iranian leader to visit the Soviet Union since the Ira-mian revolution in 1979. In his between rival groups police yesterday blocked access to the areas around key Athens elec-toral centres for all but profes-sional vehicles. first foreign policy statement after the Ayatollah's death, he said Khomeini had urged him Despite the favourable signs there was lingering nervous-ness in ND circles yesterday a few hours after the polls had to improve relations with

Moscow For Moscow, Iran would be an important ally in efforts to bring peace to neighbouring Afghanistan. Mr Gorbachev is anxious to

curb any hint of Islamic funda-mentalism in Soviet Central Asia. Last week, he claimed race riots in Uzbekistan showed "fundamentalism has Meanwhile the majority of bared its teeth". Reopening the gas pipeline from Iran could ease a looming energy crisis in Azerbaijan.

## Attent kicks, including many Attent kicks, including many laft-leaning ones which had fer-vently supported Pasok in both the 1961 and 1985 general elec-tions, advised voters to cast their hallot against the Social-Kazakhstan hit by riots over

food rationing

#### By Quentin Peel

NEW disturbances were reported yesterday in Soviet Central Asia, where rioting youths in Kazakhstan burned cars, smashed shop windows, and overturned klosks, appar-ently in protest at food ration-ing, rising prices and poor liv-ing conditions

## second round of elections By Christopher Bobinski in Warsaw

Low turnout as Poles hold

MANY POLES stayed away set of the second round of the country's parliamentary elections, which saw mostly official candidates who failed to win 50 per cent of the valid vote in the first round on June 4 competing against each other on a first past the post basis. Reports from polling stations

during the day suggested that the turnout would reach half of the 63 per cent attendance in the first round, which saw a decisive vote in favour of Soli-darity'e candidates for the 460-seat Sejm, the lower Parlia-

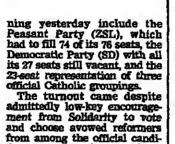
mentary Chamber, and the mew 100-seat Senate. Yesterday, Solidarity candi-dates were still contesting eight unfilled Senate seats and it was only in Pila and Leszno in Western Poland where official candidates stood a chance of success that the turnout wes appreciably higher than else-

shere. Solidarity yesterday had still to capture one of the 161 Seim seats allocated to it, while Communists were competing for 171 unfilled seats out of their 173-seat allocation agreed with the Solidarity opposition

## **Total of trade unionists** killed 'nearly doubled'

## By William Duitforce

NEARLY 650 trade unionists ings, including the deaths of 43 were murdered and 6,500 Colombian miners and peas-arrested throughout the world last year, the International and rifle attack by an armed



from among the official candi-dates, some of whom had been identified as worthy of support. However, it seemed this was not enough to fire the imagina-tion of e population which demonstrated its sincere dis-like of the present Communist Party-dominated system on June 4, and felt no interest or inclination to choose from among the various shades of

among the various shades of party opinion two weeks later, even at the nrging of Mr Lech Walesa, the Solidarity leader. At the weekend in Gdansk, Mr Walesa, who did vote, told a meeting of the Solidarity union

executive committee that the support his movement had Walesa: warned of need for Solidarity reforms won at the election would be short-lived, unless concrete before the election. The smaller groups still runreforms and improvements were achieved.

EAST Germany'e Interfing airline has partly lifted a ban on flying its Soviet-built llyu-shin IL-62 afriners despite a crash on Saturday in which 17 people were killed and dozens injured, Reuter reports from East Berlin. The official ADN news

agency said yesterday five of Interfug'e 11 remaining L-62 aircraft had been cleared hy aviation experts and two took off from East Berlin'a Schönefeld airport for Singapore and Havana during the night.

Honrs after the Moscow-bound IL-62 aborted its take-off and hurst into flames, the Transport Minister, Mr Otto Arndt, ordered all similar arcraft in Interflug's exclusively Soviet-huilt fleet to be grounded pending an inquiry. "After thorough checks five aircraft were released for use hy early on Sunday," said ADN, without axplaining why

The agency said technical specialists were still examining the flight recorder recovered from the skeletal remains of Flight IF102, which came to

pflot survived, it should be pos-sible to find out why the aircraft, carrying 113 passengers and crew, failed to get airhome ADN said 17 people died, including a farmer working in a field, and 36 people were in hospital, 15 of them seriously injured. Eighteen others were

beyond the runway.

Mr Arndt said that, because the recorder was found and the

sent home after treatment. Dozens of people, including a two-month-old baby, escaped nahurt Because of the intensity of

the hlaze, which virtually destroyed the aircraft, it was proving extremely difficult to identify the dead and retrieve bottes, ADN said. It was Interfing's first acci-dent since 1375. The worst was in 1972, when 156 died in a mid-air explosion on an IL-62.

The IL-62 dates from the 1960s and is still the workhorse of East bloc atriines on long-

hand or popular notices. Interflug is due to receive the first of three leased West European Airbuses on June 36. It plans to use them on long-distance routes, partly to replace the ageing IL-62s.

The new US administration, wary aboot the previous administration's accelerated yush for a Start treaty, has sought to shift attention to the

need for progress in the Vienna talks on Conventional Armed

which would allow the US to deploy anti-missile weapons developed, ander his Space Defence infiative. The Soviet Ender the following outstand-Union says it will not sign a

and debt securities, in effect

requiring companies on recog-nised markets to publish

ing problems; • The link between a Start

To avoid street clashes

ing conditions. The latest violent

# rest in a comfield 500 yards US likely to press Moscow on N-weapon inspections

Mr Arndt's grounding order had apparently been over-1111

Confederation of Free Trade Unions says in its 1989 report to the International Labour Office on violations of union rights. The number killed is almost

double that reported in the pre-vious survey. The most brutal repression was recorded in Latin America, with an esti-mated 500 trade unionists mur-dered in Colomhia alone, the Brussels-based ICFTU claims. Murders and disappearances in Colombia, of which trade unionists are the primary vic-tims, are the work of paramilitary groups and hired killers connected to narcotics traffickers, right wing landowners and guerrillas, the ICFTU says. Its report records mass kill-

HE freedom to transfer

capital ecross frontiers is widely seen as a basic

precondition for the success of Europe's single market.

But as someone in Brussels asked candidly last week, is there not a danger that this part of the much vounted

1992" programme will be seen

hy critics as nothing better than a "eplvs' charter"?

While liberalising capital flows may encourage efficiency

and stimulate competition, he pointed out, removing all restrictions on individual bank accounts may have less desir-

able consequences, notably by facilitating tax evasion and

on a new insider trading direc

tive will mean putting in place an important new piece in the internal market jigsaw. Put another wey, the draft rules -subject of a hard-fought com-

promise hy EC ambassadors

and their advisers over the last

few weeks - are designed to ensure that the scope for inves-

tors to operate in a wider Euro-

pean financial market from

1992 will not be matched by

lucrative new opportunities for

The directive likely to be

endorsed hy a majority of EC finance ministers today has been substantially changed

since the original proposals

were drafted by the European

Commission in 1967. Thanks to

some hasty last-minute lobby-ing by the City of London and

the British Bankers Associa-

tion - as well as some ener-

getic late-night negotiation by British officials - the final text comes close to existing

British insider trading legisla-

financial cheats.

insider share dealing. That is why the agreement expected in Luxembourg today gang. The Colombian government failed to take decisive action as a result of killings but moved swiftly against the trade union movement during the general strike in October, when more than 700 unionists were arrested, ICFTU says. A special section is devoted

to one employer-led organisa-tion launched in Costa Rica, which promotes membership of associations dedicated to

"worker employer harmony". Altogether, the ICFTU sur-vey cites 79 countries, including the UK, where the govern-ment is chastised for its attempt to dismiss unionists at its Cheltenham intelligencegathering centre

EUROPEAN Community governments will

today nove towards agreement on three far-reaching proposals for scrapping bar-riers to free cross-border trade in finan-cial services, writes William Dawkins in Proposale

Finance ministers meeting in Laxem-

bourg will seek a political accord on plans for a single European banking licence and common rules for bank solvency ratios, so completing the bulk of the EC's work on a free internal market for banks. They are

also due to rubber-stamp a formal agree-ment on rules against insider trading.

officials.

AFTER e seven-month break US and Soviet negotiators resume talks in Geneva today aimed at cutting by half their strategic nuclear arsenals and resolving differences over epace-based anti-missile defences. Washington may table modi-fications to positions taken by iormer President Romaid Rea fications to positions taken by former President Ronald Reagan's negotiators, US officials say. Specifically the US is expected to seek unprece-dented inspections of Soviet Inclear weapons before completing a new strategic arms

quently be used for treaty veri-fication, is intended to test the Soviet Union's expressed desire for glasnost and represents the most important result of a three-month review of the US negotiating position.

treaty with Moscow. The proposal, which would involve practising inspection techniques that could subseand over. However, Mr Nazar-kin did not disclose any pro-

Soviet officials continue to underline the urgency of com-plementing the 1987 Intermedi-ate-range Nuclear Forces (INF) treaty, abolishing weapons in the 1,000km to 5,500km range, with a Strategic Arms Reduc-tion Treaty (Start) covering missles with ranges of 5,500km and over However Mr Newsr

posals.

By William Dullforce In Geneva and Lionel Barber in Washington

Forces in Europe. In his first big arms initiative President Bush proposed on May 29 that the US and Soviet Union sea-launched cruise missilas In contrast Mr Yuri Natarreduce their troops in Europe to 275,000 troops each and con-clude a deal, including sub-atantial cuts in weaponry, within the next six to 12 kin, the new Soviet chief nego-tiator, said on his arrival in Geneva on Friday that he had not come "empty handed" and Soviet officials continue to months.

Western diplomats say Mr Bush also still has to settle dif-ferences within his administra-tion and with Congress over the modernising of US land-based nuclear missiles and over interpretation of the US-Soviet 1972 anti-ballistic missile treaty.

Mr Reagan wanted a "broad" definition of the ABM treaty now estimate that completion

and Japan as well as Europe. West Germany and Denmark want mortgage lending, which represents a hig part of their banking markets, to be given a lower risk weighting in the EC directive than is the case in the Basle rules. Britain opposes this idea on the grounds that less strict EC rules on solvency ratios might unravel the entire Basle agreement. Some forces in the Commission, however, are open to compromise in the interests of getting a common position.

getting a common position. To achieve formal agreement on the main banking directive, ministers need to put the finishing touches to the condi-tions under which banks from non-EC

countries can set up subsidiaries, recently made more flexible by Sir Leon Brithan, the European Commissioner for competi-tion and financial services.

counts is the location where the illegal transaction was car-ried out. A British citizen act-ing on inside information on

the New York Stock Exchange,

for example, will not be pur-sued by Britain under British law. On the other hand, in one of its most significant provi-

Start agreement, if the US per-sists with this SDI strategy. accord and interpretation of

occurred in the town of Novyu-Both sides return to Geneva with new chief negotiators. Mr • The Soviet demand for the zen, in the Caspian oil-produc-ing region of the Mangyshlak inclusion of sea-launched cruise missiles and ways of dis-Nazarkin, former head of the Soviet delegation to the United Nations disarmament confertinguishing between conventionally armed and nuclear-tipped missiles. • Numbers of heavy strategic bombers and the method of counting air-launched cruise ence discussing a chemical weapons ban, replaces Mr Alexei Obakhov, while Mr Richard Burt, former US smbassador to West Germany,

ing region of the Mangyshiak peninsula, eccording to the Communist Party youth news-paper Komsomolskaye Pravda. A fight between two rival gangs turned into e riot through the streets of the town, only halted by interior ministry troops outside police beadmarters. • Limits for mobile missile

Verification, meaning mech-

takes over from Mr Max Kam-pelman. Last November US officials said agreement had been reached on 80 per cent of a 300-page draft Start docu-ment. Basic elements agreed would limit each side to 6,000 anisms to prevent cheating. Another unresolved matter is the US demand that Moscow dismant le. Its phased-array radar station at Krasnoyarsk in Siberia, which the US claims violates the ABM treaty. warheads and 1,600 strategic nuclear delivery vehicles. How-ever, administration officials

OTHE

ministry troops outside police headquarters. The youths called for aboli-tion of food ration cards and closure of co-operatives, which they blamed for food shortages and rising prices. They also claimed migrant oilworkers in the region got better pay and social conditions, while many local young people were unem-ployed, the newspaper said. ployed, the newspaper said. Similar complaints were cited in neighbouring Uzbekis-tan as a factor behind the race riots of recent weeks, which left at least 37 dead. 1992

**Ozal welcomes Bulgaria** talks By Jim Bodgener in Ankara

Ankara TURKEY'S Prime Minister, Mr Turgut Ozal, yesterday wel-comed Bulgaria's offer of talks to settle the question of the ethnic Turks it has expelled for rejecting forced assimilation. The numbers who have crossed the border into Turksy since the third week in May reached about 40,000 yesterday. Mr Ozal stressed the aim of the talks should be an immi-gration agreement, which Tur-key has sought throughout the crisis. His Bulgarian counter-part, Mr Georgi Atanassov, rejected any preconditions. The UN High Commission for Refugees should also be present at the talks, Mr Ozal said. He called for more pres-sure on Bulgaria.

sure on Bulgaria.

Published by the Financial Times (Europe) Ltd., Frankfurt Branch, repre-sented by E. Hugo, Frankfurt/Main, and, as members of the Board of Direc-tors, F. Bartow, R.A.F. McClean, G.T.S. Damer, M.C. Gorman, D.E.P. Palmer, London, Printer: Frankfurts Societaets-Druckerei-GmbH, Frankfurty Main Responsible editor: Sir Gooffrey Owee, Financial Times, Number Ost Southwark Bridge, London SEI 9HL. <sup>6</sup> The Financial Times Ltd, 1989.

FINANCIAL TIMES, USPS No 190640, published daily except Sundays and holidays. US subscription rates \$365.00 per amuen. Second-class post-ege and at New York NY and at addi-tional mailing offices, POSTMASTER, send address change to: FINANCIAL TIMES, 14 Eugt 60th Street, New York, NY 10022. NY 10022

## FINANCIAL TIMES

Some of the biggest prob-

Of those without their own national lawe, Belgium cur-rently has a draft text which does not go as far as the direc-

tive; Italy, where insider deal-ing is rampant, may be ready to introduce legislation in the autumn which could be unusu ally far-reaching in its territo-rial scope, and Ireland, after earlier doubts, is understood to be preparing rules which will apply criminal sanctions to the offence.

lems, however, are expected in West Germany, where there is a self-regulatory code for Ger-man companies listed on Ger-man stock exchanges which defines only a winner write defines only a primary insider.

Negotiations with non-EC states are mentioned in the text, but rather than a series of bilateral discussions the European Commission hopes the EC will ratify a Council of Europe convention on insider trading co-operation with "third coun-

Legislation has recently been

This follows weeks of late-night meet-ings between national officials, called by the Spanish presidency of the EC in an attempt to settle technical issues. A hand-ful of problems are left outstanding for West Germany, the UK, Denmark and tion, is based on a relatively narrow definition of the insider trading offence, end will be both practical and enforceable according to relieved Whitehall Above all there seems to be general satisfaction that Brus-sels' mandatory new rules will

not (as originally feared) hinder normal stock market business; that takeovers, large share purchases and legitimate

not he tripped up; and that bona fide professionals such as bankers and stockbroking analysts will not inadvertently be caught by virtue of simply doing their job. When the European Commis-

information directly from a "primary" source.

Greece hat diplomats and Commission officials believe they stand on the brink of an accord on both banking measures.

Ensuring the 1992 programme isn't a spive' charter

an accord on both banking measures. The Community banking licence, con-tained in the proposed second banking directive, would allow Community-based bank subsidiaries the right to do business anywhere in the EC, so long as they con-form with minimum rales of financial soundness. Those standards are laid down in a related directive on bank solvency

ratios, and a separate proposal on com-mon rules for defining capital assets, approved by ministers earlier this year. Under the solvency ratio scheme, EC banks need to keep shareholders' funds at not less than 8 per cent of risk-weighted accept the solvency capital to assets, the same standards as applied to international banking by the so-called Basle accord, embracing the US, Canada

states can draw their own national net wider if they wish and will require the introduction of at least equivalent national legislation by June 1 1992. While the four "laggards" will be most directly affected,

existing rules into line. As finally drafted the direc-tive defines insider informabond market operations will

sion first put its ideas on the table, most member states had no insider trading legislation of their own. Today eight of the 12 have their own national rules - albeit widely varying - with only West Germany, Belgium, Italy and Ireland yet

mal" - that is to say member

securities. Two categories of insider are prohibited from tak-

to take any action. The new directive is "mini-

clauses have been inserted in the text in recent weeks spell-ing out which bons fide operators are exempt, while the new rules specify that a clear link now has to be established

how has to be established the other countries (including the UK) will have to make modifications to a greater or waste paper basket or overheard in the pub, for example,

lesser extent to bring their would not therefore be tanta-mount to committing a second-ary insider offence under the tion as that which is of e "pre-EC law (though there is nothcise nature", which has not been published, and which relates to one or several issuing to stop a member state making it so in its own laws). ers or issues of transferable

ing advantage of their position - the "primary" insider con-nected with the company either as employee or in some other capacity such as finan-clal adviser, and the "secondary" insider who is defined as having received the inside

no common penalties - leav-ing that up to individual coun-tries to decide - nor does it say that insider trading, as in the UK, need necessarily be a criminal offence (the maximum

penalty in Britain is seven years in prison). Much of the detailed argu-

ment in recent weeks has been over the territorial scope of the new EC rules. In the end a fairly narrow definition has

The directive recommends

their own. Clarifying interpretative been agreed, so that what

sions, the EC law will say that the "competent authorities" in country A are obliged to co-operate with their opposite number in country B, even if national legislation in country B is stricter than in country A. This initially created ripples among those who feared that information in an insider trading investigation might be

passed on to the tax authori-ties - it cannot be, without the express permission of the member state which provided. it - hut the point remains a key concern of the West Ger mans, who do not like the idea of having to enforce rules

which may be tighter than The directive also lays down new disclosure rules for listed

ب ب د ب

mail, there should be no need for any further primary legisla-tion, though Britain was appar-ently pushing for an even later deadline, ostensibly because of worries about lack of parlia-mentary time. The new provision requiring co-operation between competent authorities link between primary and sec-ondary insider. is one area where the UK will have to change. Elsewhere, attitudes and experience vary considerably. The French and Greek govern-

ments, for example, were among those in recent weeks pushing hardest for a broader interpretation of insider deal-ing and this could be reflected in any subsequent change to existing French law. Paris was keen, for example, that currency index and commodity future contracts be specifically included in the directive; the fact that they have been left

out does not mean they cannot be covered by national rules. Portugal, meanwhile, out-laws only primary insiders at the moment, so its legislation will have to be extended to "tippees" (secondary insiders who get e tip). Luxembourg is who get a up, Lucenbourg is preparing more general legisla-tion which will epply not only to dealings on the Luxembourg stock exchange but to inside

deals transacted on markets

outside the Grand Duchy.

nised markets to publish important new information as soon es possible. The thinking here is that the less unpub-lished information there is, the less opportunity there will be for insider dealing. The changes required to existing UK insider trading rules are expected to be mini-mal. There should be no need for any further primary legisla-EUROPEAN MARKET

introduced in the Netherlands - with penalities of up to two years in prison or a fine - but

years in prison or a time — but according to one Brussels expert, the tightest regime is operated by the Danes. Simply stating that anyone with price-sensitive information should not take advantage of it, the Danish rules do not require the prosecution to establish any link between primary and sec-

Tim Dickson Financial Times (Scandinavia) L44, Osternade 44, DR-1100 Copenhageo-K, Demark, Telephone (01) 13 44 41, Fax (01) 935335.

والمراجع والمعورة العرا

## **OVERSEAS NEWS**

# **Slower growth predicted** in revised US forecasts

likely deficit.

By Peter Riddell, US Editor, in Washington

THE Bush administration faces The basis annumeration races a reopening of arguments over the mid-April agreement with Congress on the fiscal 1990 budget as a result of new, and less optimistic, economic fore-casts and a stalemate over rev-

9 19:00

ÌS.

COW

с С. С. С. С. Л

1.10

à.

ALT PAGE

200

in an Na

. . . ·

ŝ

24.15 °

- -

142

ə-

5

1 6

3 jeg

- 15

: CX

-

- 3

\_

<u>ج</u>ب ا

i S

.

5

ر. مدیر محک مربو

, Â

enne proposals. This agreement projected a budget deficit of less than the deficit. statutory target of \$100bn (f65bn) for the year starting this October.

this October. This reflected assumptions that the economy would grow by 3.5 per cant during calendar 1989 and that \$5.3hn would come from additional revenue, mainly an initial boost from a reduction in capital gains

a reduction in capital gains tar. However, both assumptions have now been questioned. The administration has just pro-duced three new forecasts, put-ting real, inflation-adjusted, growth in calendar 1989 at 3.2, 3 or 2.9 per cent. These are less optimistic than previously, though higher than the 2.2 per cent increase expected by the "Bine Chip" consensus of pri-vate-sector and academic econ-omists. Even the cautious adminis-

Even the cantious administration revision would cut rev-enue, while the forecasts also show substantially higher interest rates than previously the Democrats' reluctance to assumed, which boosts expen-

general resistance to alterna-tive methods of raising revediture. Both changes raise the However, the pick-up in inflation this year will boost tax revenue, which has any-way recently been running at a level higher than had been expected. This would lower the deficit

TIDE. The administration has taken up Mr Rostenkowski's hints to claim, according to Mr Richard Darman, the budget director, that the odds have "risen enormously" and are now "something like even

deficit. By using three possible pro-jections, the administration has gained some flexibility in deciding on the single forecast required by next month. If the projected deficit for fiscal 1990 is shown at more than \$110m, there will have to be automatic money". However, Mr Darman objects to an idea currently circulating in Congress for a one-year cut in capital gains tax, on the grounds that it would be an insufficient incentive to entrethere will have to be automatic across-the-board spending cuts prenetirs.

to meet the target unless Congress has alternative pro-posals. These arguments over the fiscal 1990 budget are compli-cating the timetable for agree-A further complication has

cating the timetable for agree-ing a further cut in the deficit in fiscal 1991, when spending and tax measures of more than \$40m may be needed to meet the statutory target. Mr Foley talked yesterday of continuing talks "with the

A infiner complication has come from the stalemate on additional revenue. The possi-bility of a deal on capital gains tax floated recently by Mr Dan Bostenkowski, the chairman of the tax-writing House ways hope of maybe developing a budget plan before the end of and means committee, as a means of opening negotiations has so far failed to win much this year if possible, for next year." support from fellow Demo-

He said this would involved The committee will this week discuss in detail how to find the needed \$5.8bn in the face of President George Bush's opposition to new taxes, restraint on spending, both entitlement (social security) and discretionary spending and new revenues. Mr Rostenkowski has talked of the need for "big tax

increases".

cabinet meeting yesterday, with Mr Shimon Peres, the Finance Minister, blaming the measures such as tax cuts and heavy demands for extra spending this year must not be effects of the long-running Palestinian upriaing in the occu-pied territories and mistaken exchange rate policies last year for prolonging the slowdown. Aides said Mr Pares told felallowed to add to inflationary pressures by swelling the gov-ernment's budget deficit. The pressures on government expenditure are severe.

low ministers he was consider-Aside from its effects in reducing cutting the country's high ing demand and disrupting labour supply, the 18-month old intifada has cost the army more than shekels 400m (\$200m) which it now wants marginal income tax rates and widening tax bands and lowering corporation tax from 45 to 43 per cent as ways of stimulatback from the finance minis-try. A marked rise in immigraing growth. But the priority remained

THE sickly state of Israel's the battle to control inflation, stalled economy was given a now running at an annual rate absorption ministry. Mr Peres acknowledges that of between 15 and 20 per cent. Mr Peres's message was that at least part of these demands,

both regarded as national obli-gations, will have to be met, but his officials insist something else will have to give to pay for them if the target defi-cit of ShLSbn is not to be badly overshot.

Peres may cut benefits to fight Israel's inflation

The target for potential cuts inevitably is the large chunk of the budget spent on social beneffits. Cutting social spending is not easy for Mr Peres, as leader of the Labour Party, but aides say they believe there is room for cuts, perhaps by reforming

tion has also led to demands the longstanding commitment for extra funds from the to universal benefits.

Mr Peres blamed the refusal last year - when he was foreign minister - to devalue the shekel for a loss of profitability in the vital export sector. He introduced a 13 per cent devaluation at the turn of the year, with a series of subsidy cuts and other reforms in an effort to jolt the economy into action. So far little has happened.

According to the manufactur-ers' association, industrial outpnt and investment have slumped and exports stagnated this year. Mr Peres told the cabinet he still believed his measures

would have their impact later in the year. In the second decided yester-day to add the Islamic funda-mentalist groups Hamas, Islamic Jihad and Hizboliah to the vite indication of the second decided of the second de

the list of outlawed organisations - such as the Palestine Liberation Organisation which Israelis are barred from having contact with. Hamas in particular has been prominent in the intifada (uprising).

Over the weekend, Israeli troops shot dead five people in the West Bank and Gaz za Strip and one soldier was hit by a pistol shot, in a rare use of firearms by Palestinians in the territories

Hambros in Sudanese 'debt-for-children' scheme

#### By Stephanie Gray

HAMBROS BANK has signed an agreement to convert the £1.6m which Sudan's govern-ment owes it to a local cur-rency sum to be spent by the United Nations Children's Fund (Unicef) on a \$5m water and sanitation programme in Kordofan province. The bank had followed Deni-schebank, which agreed to

By Hugh Carnegy in Jerusalem

stalled economy was given a special hearing at the weekly

convert a similar amount last week, and Midland, which donated its outstanding debt of \$800,000 last December for

people.

to 10 villages and irrigate seedling nurseries in an area that has seen a big influx of refugees from the civil war in the south of the country. The banks are making a vir-tue of necessity, recognising that they have little hope of having the debt paid. On the secondary market, Sudan debt trades at between 2 and 5 per

British and Middle East banks are looking at similar debt-for-children schemes in Latin America. dren had been trekking to ref-ugee camps in Ethiopia, many of them dying on the way. Mr el Mahdi admitted that

Meanwhile Mr Sadeq el Mahdi, Sudan's Prime Minis-ter, has admitted that Arab ter, has admitted that Arab militias in the south of Sadan have been involved with the theft of cattle and the kidnap-ping of adults of the Dinka tribe for slavery. The Channel 4 World This Week programme on Saturday alleged that the militias had taken adults as slaves with the countyance of Khartown and

connivance of Khartoum and as a result bundreds of chil-

such incidents had happened but claimed that they were the result of feudal disputes and denied that the militias had had the approval of the gov-He said in a satellite link-up

with Khartoam that Sharia law, a primary cause of the civil war with the Christian and animist south, would not be excluded from the agenda of a constitutional conference to be held in September.

Dominican **Republic strike** 

THE military and the police have been put on alert in the Dominican Republic for a 48hour general strike starting today. The strike has been called by unions seeking a relaxation of the government's economic austerity measures, reduced income taxes and a bigher minimum wage, Canute James writes from Kingston. One man was killed and sev-eral people arrested following

violence and demonstrations in a strike last month.

The increasing tension reflects a steady loss of popu-larity for President Joaquim Balaguer.

## **Swapo leaders home** from exile to start poll preparations By Anthony Robinson in Johannesburg

crats.

EXILED leaders of the South West Africa Peoples Organisa-tion, the Namibian nationalist group, returned home to an emotional welcome from thousands of its supporters yester-

day. The team arrived at Namibla's Windhoek airport with plans to get the party's politi-cal campaign into top gear in time for elections to a constituent assembly on November 1.

Supporters waving blue, red and green Swapo flags and banners waited hours at the airport for the arrival of Mr Hage Geingob, director of the UN-funded Namibia Institute, who is to head Swapo's elec-tion campaign, and other senior leaders. They include

agreed to go into temporary erile to facilitate talks between Unita and the MPLA govern-ment aimed at ending the Angolan civil war. The Johan-nesburg Sunday Times reported from the Portnguese capital that officials from both sides would meet in Kinahaa.

sides would meet in Kinshasa, capital of Zaire, this week for talks chaired by President Felix Houphoust-Boigny of the Ivory Coast. South African foreign minis-

try sources could not confirm or deny the report, which said Pretoria had been involved in efforts to bring about such a negotiated settlement.

negotiated settlement. Meanwhile Mr F W de Klerk, leader of the ruling National Party, leaves for a four-hadion European tour early this week for talks with Mrs Margaret Thatcher, the British Prime Minister, Mr Helmut Kohl, West German chancellor, Mr Anibal Cavaco Silva, Portu-



# the same programme. Although the sums involved are small compared with cent of face value.

## Sudan's total external debt of \$12ba, the health, water and reafforestation scheme they will finance will benefit 5,000 It will bring water supplies

Senior leaders, a ney include Mr. Hidipo Hamutenya, Swa-po's press and information sec-retary and leading ideologue, and Mr. Theo Ben-Gurirab, the organisation's foreign affairs secretary.

secretary. Swapo, which has received foreign funding and UN sup-port over the last two decades, last week reportedly paid R5m (£1.2m) for an office block in Windboek from which to direct its attempt to win a two-thirds majority at the Negatiber elecmajority at the November elec-

In terms of the UN-sponsored negotiated settlement of the conflict over the territory, a two-thirds majority would qualify Swapo to write its own constitution for the former German colony, which has been ruled by South Africa since 1915.

• According to reports from Lisbon, Mr Jonas Savimbi, leader of the South Africanbacked rebel group Unita, has Anibal Cavaco Silva, Portu-guese Prime Minister, and Mr. Giulio Andreotti, the Italian

Gluino Andreotti, the Hallan Foreign Minister. Mr de Klerk is expected to explain his government's plans for power-sharing negotiations after general elections on Sep-tember 6, at which he faces a two-pronged challenge from the right-wing Conservative Party and a reorganized.

Party and a reorganised, united left-of-centre ' Democratic Party. Mr de Klerk is due back in South Africa in time for the

party's federal council meet-ing, which starts on June 28, where he is expected to unveil

the party's election manifesto. He is also expected to make a separate visit to Washington sometime before the election.

## Latin American plea for support for Brady Plan

FINANCE Ministers from Latin America's main debtor nations at the weekend were drawing up a proposal to urge industri-alised countries to support the Brady Plan for reducing the Third World's foreign debt, Reuter reports from Caracas.

The ministers from the so-called Gronp of Eight nations met in Caracas to pre-pare a document they will submit to the Group of Seven industrialised countries in Paris next month.

"We are ready to propose to the Group of Seven that they adopt concrete and rapid actions such as fiscal and banking regulations which help the [commercial] banks commit themselves to the debt reduction process," said the

Mailson da Nobrega. "Up to now the industria-lised countries have not shown the desire to co-operate with fiscal regulations for the banks, so that they can take part in the debt reduction pro-cess," he said. Mr Nobrega also said that while World Bank and Interna-tional Monetary Fund officials supported the Brady Plan, they were placing "impossible" con-ditions on countries who seek ditions on countries who seek

debt reduction. The Brady Plan, announced The Brady Fian, announced in March, envisions a reduc-tion of 20 per cent in develop-ing nations' debt, through pools of funds to be provided by the IMF and the World Bank.

WORLE	ECON	OMIC I	NDIC/	ATORS	
	TRADE	STATIS	rics		
Japan (US\$km)	exports imports balance	May '89 21.490 17.890 +3.610	Apr '89 22.180 15.440 +6.740	Mar '89 24.238 17.104 +7.134	May '80 20.460 13.690 +6.890
US (Stm)	exports imports belance	Apr 89 30.572 38.8365 8.264	Mar '89 30.323 39.6685 -9.545	Feb '89 28.864 38.483 -9.819	Apr '88 26.028 34.829 -8.79
UK (Ebn)	exports Imports balance	7.143 9.297 2.155	7.396 9.073 1.677	6.798 8.978 2.180	6.733 8.146 
W. Gennery (DMbe)	i exports imports , baiance	53.50 43.60 +9.90	51.48 39.55 + 11.93	52.58 40.40 +12.18	44.47 33.46 +11.01
France (FRIte)	exports imports balance	93.30 97.10 	96.50 96.80 0,30	93.07 93.52 - 0.45	79.64 81.22 ~1.58

Brazilian Finance Minister, Mr Mailson da Nobrega.

Club World passengers will find nothing can mar the pleasure of writing with their new Montblanc pen.

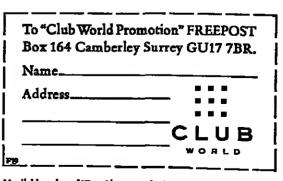
The astute businessman or woman flying long haul between the 15th of Tune and the 15th of September will not be slow to recognise the advantages of choosing Club World.

Because those that do will receive a free Montblanc from the exclusive Meisterstück range.

A pen which you'll find lends your writing an elegance that will not fail to endear you to anyone.

You never know, perhaps even the taxman.

For all the details just post the coupon, fax it on 0252-878 420 or ring us on 0252-879 644.



'Available only to UK residents purchasing return tickets in the UK.

**BRITISH AIRWAYS** The world's favourite airline.

Inland Revenue

## **OVERSEAS NEWS**

# China crackdown becomes a family affair

China's repressive machinery

swinging into action has been

After 10 years of uneven political relaxation, many Chi-

nese let down their political

guard, figuring they would not be called to account. They

were wrong. Martial law proc-

enough to chill the air.

their friends.

Calls to inform show why the people are terrified, Steven Butler reports

China is becoming more aod more of a family affair.

Last Tuesday, Zhou Fengsuo, e 22-year-old leader of China's hanned Autonomous Student Union, was oo a train from Peking to Xian, where his brother and sister lived, when the state TV system broadcast e nationwide call for his arrest. In less than an bour, he was

in police custody. His sister. according to the official oews agency, had a talk with her husband, and decided the only thing to do was to tell the police where Zhou was. They informed university security, which passed the message on.

One day later, the mother of Xionz Wei, another student leader, convinced her son to return to Peking from Shenyang, to turn himself in. Yet so frightened was she on the train, when the arrest notice was read out over the public address system, that she turned him in to train security guards. These incidents, pres-ented on nationwide evening

AW enforcement in TV news, show why the Chinese people are terrified. Setting relative against rela-tive and friend against friend

is what Chinese communists are good at, and is one secret of their grip on power. The current crackdown has revived painful memories of the Cultural Revolution and the antirightist movement of 1957, where attacks on those who did not conform to the political line ruined lives, sometimes

with swift brutality. In the Cultural Revolution, children were encouraged to "draw the line" between themselves and their parents, and many denounced the sins of their mothers and fathers, inflicting wounds still unhealed.

However, amid the first con-ciliatory signs from the leader-ship since the crisis erupted, Qiao Shi, politburo member in charge of state security, called yesterday for efforts to proon their record. mote "social democracy

Despite this, some Chinese students expect that fallout from the huge pro-democracy

protests will be worse than anything seen yet. This is because, they reason, the and they can see plenty of examples of how one indiscretion comes back to haunt regime is ideologically bankrupt and now has only the weapons of raw repression -

A week ago, foreigners in the streets of Peking were mobbed by people wanting to tell the stories of army brutality. Now prisons and e bullet to the head. That may be too pessi-mistic, even though 11 death sentences bave heen proa silence of fear greets the pedestrian. The occasional garralous nounced. But the mere hint of

Chinese is quickly intimidated by the arrival of police or local party officials. China is organ-ised like a huge collection of tiny cells. Everybody belongs to at least one, often living in the same residential compound with their colleagues at work. For those who do not work, there is always the residence

lamations are plastered up committee. everywhere in Peking. The The comm The communists built this sters advise people to turn in system into a huge burean-eir friends. cratic pyramid and used it as a their friends. Students are terrified. It is a nightmare that if they do not someone else will accuse them and put an even blacker mark transformation and used it as a means of social revolution. They succeeded because they penetrated down even to the family. The thought of being hetrored by relatives is as

their record. betrayed by relatives is as Even if they do not face repulsive to Chinese, if not death or imprisonment, that more so, than to other peoples. record follows them for life, But it happens here because of



the tyranny of the Communist Party.

In a country where everyone In a commity where everyone has a place, those who are out of place are quickly spotted. In the end Zhou Fengsuo's sister and Xiong Wei's mother proba-bly knew that the students had no chance to escape the law. With one family member caught up in the net, the whole family would suffer a damag-ing stigma By taking action to ing stigma. By taking action to aid the anthorities they just may have saved the rest of the family.

tilateral trading system. The study was completed at the end of last week and dis-

trade agreement.

By Peter Montagnon in Tokyo JAPAN and the US should the proposals will be adopted establish a broad-based joint in due course," said Mr Makoto economic co-operation charter Kuroda, Japan's former trade economic co-operation charter to overcome the strains caused negotiator, who is now a special adviser to the Long-Term Credit Bank of Japan, and who by their large bilateral trade imbalance, according to a semi-official report hy the Japan Economic Foundation. played a central role in the

report's preparation. Among the guiding principles behind its proposals are e recognition of shared responsi-The report, sponsored by the Ministry of International Trade and Industry, responds to the bility for global economic sta-bility and a firm rejection of the idea of managed trade. This is the risk inherent in call last year by Mr Mike Mansfield, then US Ambassador to Japan, for the two coun-tries to negotiate a formal free

Japan, US 'should set up joint

economic co-operation charter'

the "result-oriented" approach to bilateral trade discussions The two countries have now advocated by many US expert bodies such as the influ-ential Advisory Committee on Trade Policy and Negotistion, reached a crossroads because of their mutual distrust arising from bilateral trade friction, the study says. They could either go their separate ways or intensify co-operation across a mide ways of former

it says. Instead, the report recom-mends a twin-track approach of discussion to identify the a wide range of fronts. It rejects the idea of a tradi-tional free trade agreement along the lines of that between the US and Canada as being real impediments to trade, cou-pled with specific measures on which agreement is easy. These would include a joint

too narrow and liable to be misconstrued by the rest of the world as a setback for the mulannouncement by both countries of their intention to reduce to zero all tariffs on industrial goods. The reduction would be non-discriminatory

so that all countries would benefit. tributed to relevant cabinet ministers. "Im confident that

Japan and the US should also set up a bilateral trade 6 spute settlement mechanism along the lines of that already established by the US and Canada, it says. Separately, they should look

at ways of co-ordinating fiscal policy to encourage greater savings in the US and consumption in Japan, while reviewing their respective anti-trust laws to reduce cartel privileges in Japan and stimu-late joint technology develop-

ment in the US. The study says there are many misconceptions in the US about structural impediments to trade with Japan. These could be alleviated by closer contacts, notably between Congress and the Jap-

. 18 1 I

.....

. . . .

anese Diet. One area where such misconceptions existed was the Japanese distribution system, which the US has charged is

too rigid. The distribution system may

not constitute a barrier to trade, Mr Kuroda said. "At this stage, I wonder whether we have an accurate assessment of the problem. I doubt it."

### Pakistan, India in bid to settle Siachen issue

PARISTAN and India have agreed to work towards a set-tlement of the Siachen issue which officials describe as the "test case in normalisation of Indo-Pakistan relations", Christina Lamb reports from Telamahad.

Relations between the two countries have improved since Ms Benazir Bhotto became Prime Minister of Pakistan, and the agreement comes after

three days' high-level talks. The Siachen glacier, the scene of clashes between the two countries, is 21,000 ft up in the Himalayas, making it world's highest and perhaps most expensive battlefield.

The agreement to end the long-standing conflict is based on a redeployment of forces to lessen the chances of conflict, the future positions of the ground forces to be decided by the army authorities of the two countries.

# Hong Kong steps up passports pressure

#### By John Elfiott in Hong Kong

HONG Kong's community and business leaders are launching a series of campaigns this and internationally important business leaders are launching a series of campaigns this week aimed at stepping op pressure on the British government to provide passports for at least 3.24m of the colony's people and possibly almost all the rest of the 5.7m population This marks a new mood in

Hong Kong which is replacing its three weeks of huge demonstrations in support of the Peking students with carefully planned campaigns to boost the colony in the run-up to 1997 wheo it returns to Chinese sovreignty. The first target is to obtain

coocessions from Britain while the current political tide of interest in Hong Kong is running strongly in the wake of the Peking massacre.

At the same time, leaders are anxious to show China and the rest of the world that Hong Saving Hong Kong campaign,

husiness ceotre, despite a new and irreversible political awareoes which led yesterday to democracy demonstrators erecting a "goddess of democracy" statue in Hong Kong's Victoria Park. This is intended to shore up

confidence in Hong Kong, where there is a feeling of insecurity and isolation after the events in China. Over the weekend Sir Piers Jacohs, the colony's newly-knighted Financial Secretary,

said planning for major pro-jects such as a new airport and port would go ahead to demon-strate the colony's continuing

Yesterday, Mr Martin Lee, a prominent liberal, linked up with 46 other local leaders to launch the Hong Kong People

self-confidence.

ish Government to issue pass-ports carrying a right of abode, to speed implementation of democracy before 1997, and to introduce an immediate Bill of Rights to protect human rights. Today, Dame Lydia Dunn

and Mr Allen Lee, senior mem-bers of the Executive and Leg-islative Councils, leave for London to lobby Mrs Margaret Thatcher, Britain's Prime Miner, and other politicians on the passports issue. British and Chinese business groups are

backing this with extensive lobbying in London. Both the Saving Hong Kong Campaign and Dame Lydia's visit are aimed at building up Hong Kong people's confi-dence, in an attempt to slow e dramatic increase in potential

emigrants seeking passports in other countries. The number of people asking tial law.

aimed at persuading the Brit-ish Government to issue pass-details from the Australian consulate in Hong Kong rock-eted last week to a daily peak of more than 1,700 compared with an average of 100 a day one month ago. Similar increases are being reported by the Canadian and other consul-

> Even the US consulate, which does not issue residen-tial papers, has had 1,100 inqui-ries a day for temporary nonresidential visas, compared with its usual 800.

The next campaign will be the compilation of a long list of improvements Hong Kong wants in the Basic Law, which will be the colony's mini-con-stitution after 1997. Demands will include speeding up the introduction of democracy, limiting the role of the Chinese army, and vesting in Hong Kong the power to declare mar-

8.750 (\*)

1986

1968

1,242,55

233,649

61,530

21,805

62.72

19.9

11.8

16.8

12.9

16.3

# by next century' THE WORLD will be using 50

World 'will use

50% more energy

nations that cannot afford many environmental safeguards would account for much of the rise in energy use. Fossil fuels - oil, coal and gas - would still he meeting nearly 90 per cent of world

Energy demand in developing and communist countries had doubled between 1971-1987.

By K.K. Sharma in New Deihi A TWO-DAY meeting of 12 Western nations and Jepan, which together make up the Ald-India consortium organ-ised by the World Bank, begins in Paris today to consider India's needs for concessional

The meeting will also con-sider India's aid requirements

anxiety in India because of the country's critical balance of payments position that is worsening because of the widening current account deficit and a

eign exchange reserves dropped by around \$1.4bn (£823m) in 1988-89. April and May saw a further fall of ebout \$750m, bringing reserves to below two months' worth of imports.

Taken with the sharp rise in the country's external debt to about 24 per cent of foreign exchange earnings, this has highlighted the need for con-

cessional loans and outright grants - pledges for which are expected to be given by the consortium in the next two

mended India should have con-tinued access to a "reasonable share" of concessional aid. If this is accepted, the consor-tium is expected to pledge \$6.7bn for 1989-90 against \$6.3bn last year.



**Aid-India consortium talks** per cent more energy by early next century, causing an inevistart in Paris today table rise in pollution, the International Energy Agency (IEA) said today, Renter reports from Paris. Third World and communist

needs early next century, with a hig jump in the West's depen-dence on Middle East oil. "Our current projections imply a world increase in carbon dioxide emissions of 2 per cent a year," Mr George Kowal-ski, IEA chief economic adviser, said. "Over the next 20 years, it could be 50 per cent." The IEA said there had been no significant increase in energy efficiency outside the Organisation for Economic Cooperation and Development.

The Indian Government is trying to deal with the crisis by boosting exports and reduc-ing inessential imports, but the current account deficit ~ esti-mated by the World Bank at \$6.2bn in 1989-90 - is not expected to improve signifi-

in the next five years. The outcome is ewaited with

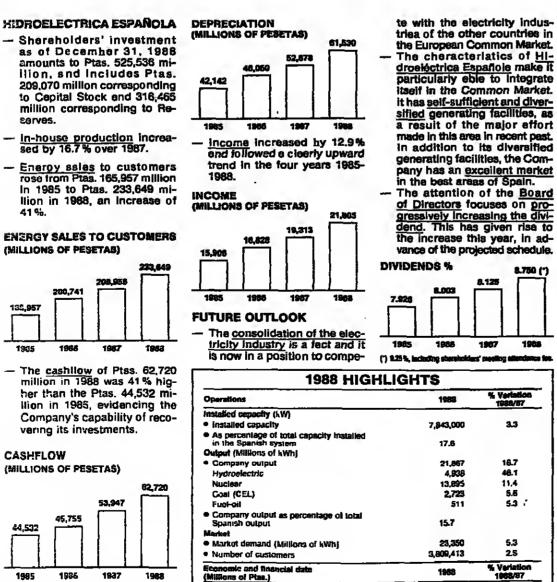
heavy external debt burden. The World Bank has told donor-nations that India's for-

assistance in 1989-90.

days. The World Bank has recom-

## **ANNUAL GENERAL MEETING** 1988

At the Annual General Meeting of Hidroelectrica Española, S. A. in Madrid on May 31, the Chairman, Mr. Iñigo de Orioi, reported on the Company's results for 1988 and future prospects.



44.532 1986 1837 1995

 Depreciation amounted to Ptas. 61,530 million, an increase of almost Ptas. 20,000 million over 1985.

Facilities in operation (procet Sales to customers

Economic and financial dat

(Millions of Ptas.)



## **UK NEWS**

## Employers' association survey shows growth in manufacturing output slowing **Gloomy outlook for industrial order books**

tracts will need to be exces-

sively complicated if the unusual double decker market

envisaged by the Government is to work efficiently.

The complications arise from the decision last year to break up the Central Electricity Gen-

up the Central Electricity Gen-erating Board into only two generating companies, instead of the four or five, which many commentators favoured. In the-ory a spot market would ensure than the power stations would be called into use in reverse order of their running costs - the cheanest always

costs - the cheapest always

#### By Simon Holberton, Economics Staff

BRITISH manufacturing industry's optimism about exports is at its lowest level the January 1987 and the outlook for total order books remains weak, according to the Confederation of British Industry's latest monthly trends sur-

It

ť.

6.6.4.9.2

6.0.0.0.kz

3

Con NW

: .

-

2

æ

1

 $\sim 1$ х.

· .

1.1

12

84) 1940

÷

いたが、

13

-

~... lia

Despite the gloomy outlook for both foreign and domestic order books which indicate a further weakening in demand, the CBI, the employers' association, points to continued growth in manufacturing out-put over the next four months

By Max Wilkinson, Resources Editor

THE GOVERNMENT has been

faced with an embarrassing

proposal to scrap the system it devised for minimising power

station costs in the privatised

electricity industry - and to start again with a simpler plan.

their advisers, however, not to make any changes which would jeopardise the tight timetable for drawing up con-tracts between the two genera-

tors and 12 distribution monop-olles in the run np to its biggest ever asset sale. The larger part of these con-tracts must be agreed by the

Ministers have instructed

last week revised upwards fig-ures for Britain's trade deficit although at a much slower rate than in the same period a year in 1988 and the first three months of this year, the out-look for exports is the least It suggests that fewer manufacturers are intending to raise their prices in the coming four

encouraging aspect of the CBI's survey. If appears to show that industry is not months than when they were last surveyed. After allowing for those who responding to the nearly 8 per cent devaluation in the pound since the beginning of the year. In the first quarter of 1989, the seasonally-adjusted current account deficit was \$4.83bn, plan to lower prices (7 per cent), a net 21 per cent of man-nfacturers intend to raise prices, the same percentage as a year ago but down on the net compared with £4.36bn previbalance of 25 per cent in May and 30 per cent in April. For the Government, which ously estimated, while last year's deficit was £14.94bn

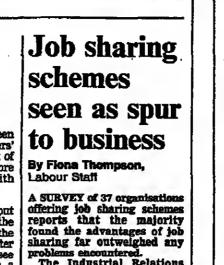
compared with the previous estimate of £14.67bn

These revisions took account of a deterioration in the UK's invisible export earnings but the CBI survey indicates that physical trade may be under pressure as well. Trade figures for May are due to be released on June 27.

The CBI surveyed 1,418 companies, which are responsible for ronghly half of Britain's manufacturing employment and exports. The survey was conducted between May 26 and June 14.

It shows that there has been a build up in manufacturers' stocks with a net 9 per cent of companies holding stocks more than adequate to cope with expected demand.

Manufacturers expect output to continue to grow but the number who believe this is the second lowest in a year. After allowing for those who foresee a fall in output (15 per cent), a net 13 per cent believe it will rise in the coming four months. This compares with 30 per cent a year ago.



reports that the majority found the advantages of job sharing far outweighed any problems encountered. The Industrial Relations Services, an independent research organisation, exam-ined 18 private sector schemes, 16 from the public sector and three others. three others. The main advantages cited

by employers were: • being able to retain skilled

employees; • easing recruitment prob-

lems; • opening up career paths for women with children; • the increased flexibility that comes with sharers in terms of cover for peek peri-ods, holidays and sickness; and

• the high motivation among sharers.

The survey says that the high motivation is perhaps due to sharers wishing to prove that the arrangements

The sharers can also com bine a wider level of experi-ence and ability in a job, bounce ideas off each other and develop different aspects of the work.

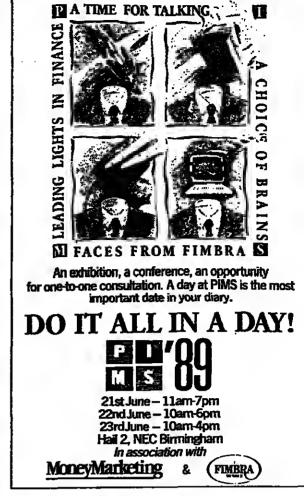
Working fewer hours, job sharers tend to bring more enthusiasm to the job, according to personnel managers. They start their part of the week or day fresher, when a full-timer might be winding

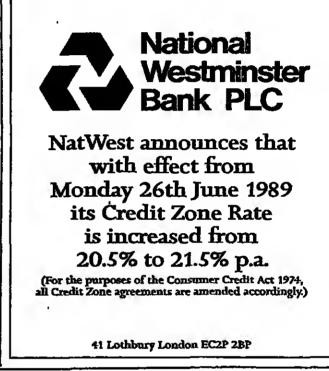
On the debit side, the disad-On the debit side, the diskd-vantages mentioned by employers included the possi-bility of extra recruitment and administration expenses, wor-ries about a lack of continuity, and concern that they may be left with half a job to fill.

However, most organisa-tions contacted by the surveyors said that extra costs were marginal and outweighed by marginal and outweighed by the benefits. Equally, few man-agers complained about a seri-ous lack of continuity, although many had felt it would be a problem at first. Job sharing survey, IRS Employment Trends issue 441, 18-20 Highbury Place, London N5 IPQ, price 28.50.

· · · · · ·

. . . . . .





## Warning of conflict in power industry after privatisation

Government asked to scrap

power station costs system

end of the summer, if the

industry is to start its dress rehearsal for a private power market in October. However, some of the experts now drawing up con-tracts believe that the operat-ing structure on which the

terms must be based is so com-plicated as to be almost

One worry is that computer programmes will not be devel-

oped to carry out the thou-sands of transactions per hour required in two simulfaneous

and interlinked settlement systems. Another is that con-

unworkable in practice.

#### By Flona Thompson

MR JOHN LYONS, general secretary of the 41,000 strong Engineers' and Managers' Association, has warned his members that there was a high risk of inter-union conflict post electricity privatisation.

The "new circumstances in the industry, with new employ-ers entering, carries a high risk of conflict between ourselves and other unions and even with the TUC [Trades Union Congress] itself," Mr Lyons said in the June issue of his union's journal.

On the decision by the elec-trical supply membership of the EMA to enter into single union agreements, he said there was no doubt this would

there was no doubt this would create problems "that we do not have at present." That said, the iron logic of the argument was that in cir-cumstances where new employers were in the driving seat the Association "simply has to be there" if that was the has to be there" if that was the condition for getting recogni-tion for engineers, managers, and scientists.

"For if we are not, others will be," said Mr Lyons. "To the extent that they are suc-cessful and we are not, repre-sentation of engineers in the enlarged electricity supply industry would become divided

divided. Both the TGWU general workers' union and the KETPU electricians' union are stepping up their recruitment efforts in the energy sector. Mr Lyons stressed that single union agreements were not the asso-ciation's preferred option.

## Court to decide on railways strike ban

#### By Flona Thompson, Labour Staff

THE Netional Union of had not had the opportunity to Railwaymen will this after-noon argue in the High Court vota.

that it acted entirely within the law in conducting its strike

bailot of 70,000 rail workers. British Rail is seeking an injunction to han Wednesday's planned 24-hour strike by the NUR on the grounds that the union did not properly conduct

its ballot over a rejected 7 per cent pay offer. On Friday, Mr Panl Watkin-son, BR's director of employee relations, said that the corporation had received information that "several hundred" people

The NUR's 10,500 members on London Underground are still set to hold a 24-hour strike

on Wednesday over manage-ment plans to introduce far reaching changes to working Dockers at the three

remaining ports still on unofficial strike are this morning expected to call off their action. Their union, the TGWU, today begins its appeal to the House of Lords over a ruling that its dock strike man-date was unlawful.

## ICI may face wage ballot

#### By Charles Leadboater, Labour Editor

workers at Imperial Chemical Industries, Britain's biggest chemical company, yesterday warned they may consider calling a ballot on industrial action unless the company

today significantly improves its 7.6 per cent pay offer. Mr Keith Standring, national chemical officer of the GMB general union said of the possibility of an industrial action ballot: "It all depends on what the company comes up with. It they make a lousy offer, then we could be in a very difficult

A ballot at ICI, which has enjoyed good industrial rela-

evidence of increasing tension in pay bargaining in the UK. The unions have submitted a the unions have submitted a claim for a 14 per cent increase. Mr Standring, said union officials hoped and expected today's talks would be able to reach a settlement which could be recommended to the unions' members.

of performance-related pay and smoother progression between junior, middle and senior management.

and the second second second second second

LEADERS of 29,000 manual tions recently, would be workers at Imperial Chemical extremely unusual and further

The company has agreed to full negotiations over plans for a new payments system which could lead to the introduction

# Our computer systems made the breakthrough years ago.

When the business barriers of Europe are removed in 1992, NCR will be streets ahead of the competition. For more than a century, we've been creating technology for the free and unhindered movement of that most precious of commodities: information. We were the first major computer manufacturer to commit ourselves fully

to industry standards. So, even when

they're communicating with other manu-

facturers' equipment, our computers

Moreover, our pioneering work in

simply don't recognise limits.

open systems architecture ensures you'll keep safe the investments you've made in hardware, software and training. And not find your progress impeded by inflexible systems.

This innovative approach has recently taken us past another milestone: the installation of our 65,000th open system.

But, although we're proud of our history of success in Europe, our thoughts are ever towards the future.

In fact, we're already developing technology for business beyond the single market.

So, why keep waiting for 1992, when it's already here?

Creating value



Capitalisation				Groud	Yield	
£000's	Combany	Price	on week	eller (m)	*	P/I
8076	Ass. Brit, Had, Ord	340md	+3	10.3	3.6	9.
775	Annitage and Rhodes	31	+1			
2650	BSB Design Group (USM)	32	+2	2.1	6.4	7.1
135113		197	-3	2.7	14	33.
21466	Bardon Group Cr. Pret. CSD	123	ō	6.7	5.4	
6048	Bray Technologies	100	õ	5.9	5.9	8.
00.00	Brenhill Com Pref	106	. 0	22.0	10.2	
1125	CCL Group Ordinary	296ml		24.7	5.0	3.
2175	CCL Group 11% Cour Pref	174	Å å	14.7	8.4	
16740	Carbo Pic (SE)	205	0	7.6	3,7	12
720	Carbo 7.5% Pref (SE)	110	0	10.3	9.4	
7602	George Blair	412	+10	12.0	29	9.
9998	Isis Group	125	0			16.
18955	Jackson Group (SE)	180	D	71	3,9	30
23783	Multinouse N.V. (AmstSE)	305	0			
1183	Robert Jenkins	116	+2	.7.5	6.5	4.
21015	Sentions	467	0	18.7	4.0	12
8963	Torday & Carible	290xd	+5	9.3	32	
0.000	Torday & Carliste Conv Pref	116	-1	10.7	9.2	
4131	Trevian Holdings (USM)	96	-2	27	29	10
	Unistrat Europe Conv Pret	127	+2	8.0	6.3	
6435	Veterinary Drug Co. Ltd	390	ō	22.0	5.6	9.
7504	W. 5. Yeates	335	+2	16.2	4.8	27

# to give details of student loan plan

#### By Richard Waters

THE Government is about to announce details this week of how its controversial student loan scheme - due in 1990 will be run. The announcement will fol-

low a long wrangls between financial institutions and Mr Kenneth Baker, Education Secretary. The Department of Education said yesterday that "con-structive negotiations" had been beld with banks and

building societies over the past few months and that the main details of the scheme had been worked out. Financial institutions

Tuerreacted angrily last November to the part they were expected to play in running the student loan scheme, which will make subsidised loans of £420 a year available to students. Three aticking points are

said by banks to have held up the echems until now, although the department says it has not deviated from its original timetable of announcing its plans this summer. Those cover administration

of the scheme, who should pay for running it, and who should bear the brunt of any bad According to one estimate,

the scheme would cost  $\Sigma 240m$  a year to run - or  $\Sigma 100$  for each student. The Government has scinent. The Government has consistently said that those fig-ures are too high. The department hinted yes-terday that all three points had now been settled, after discus-sion with the banks. It said the

third bone of contention who would meet bad debts -had been resolved in the white paper last autumn. That said the Government would bear the risk.

At the end of last year they were considering a joint administration centre to which all participating banks and building societies would belong, with each institution offering the loans through its Leading banks, however, were cautious yesterday about the Government's plans. According to one official, who attended a meeting between local branches.

**BT to run two phone** networks in one area

#### By Hugo Dixon

BRITISH TELECOM will be in However, along with other the unusual position of run-ning two competing telecom-

the unusual position of run-ning two competing telecom-munications networks in the tions and television where it

and the second

Kenneth Baker: wrangle with financial institution

banks on this issue last week: "We were all still at sea over who would pay for it, who would provide the people to run it, and so on."

The Government had not

Another said it was unclear

who would pick up bad debts, and that this was still an open

matter, despite the Department of Education's assurances. While saying that they did

not know what the Govern-

ment was about to announce however, the banks appeared

optimistic that their original complaints had been heeded.

ernment's ideas have evolved considerably since the white

paper," one said. Possible ways of running the scheme have been under review by the financial institu-tions for some months.

"As far as we know, the Gov

made it clear to the banks how the scheme would operate, the

official said.

## UK NEWS

# Ministers about | Taiwan puts squeeze on toolmakers

## By Nick Garnett

LOW-COST machine tools imported from Taiwan have virtually wrecked UK pric-ing structures over the past two years for some standard and lower specification

some standard and lower specification computer controlled machines. Taiwanese machines have been selling at between 30 and 40 per cent below simi-lar machines supplied in the UK by Brit-ish and Japanese manufacturers. Some British companies have lost sales and had profits squeezed by importers of Taiwanese equipment although many UK machine tool factories remain busy because of strong demand for production equipment across Europe. "Frice pressures are coming from

equipment across surope. "Price pressures are coming from Taiwan rather than Japan right now," says Mr Tony Balding, managing director of Beaver, a machine tool maker in Nor-wich. "It is very difficult to compete on just price alone."

There are some signs that prices for Taiwanese standard milling machines, lathes and machining centres are now

being raised substantially because of the strength of the new Taiwanese dollar, which is linked to the US dollar. That has cut, but not eliminated the price gap. Taiwan is not a hig supplier to the UK. In 1988, it sold machine tools worth £17.4m to the UK compared with £104m

from West Germany and £102m from Japan, according to the Machine Tool Trades Association.

However, Taiwan moved from tenth largest exporter to the UK in 1986 to sixth in 1987 and 1988. Tough trade restraint arrangements introduced in the US in 1987 encouraged Talwanese manufactur-ers to divert to the UK machines built for the US market.

The main Talwanese coraninies include Leadwell and Victor in lattee and machin-ing centres, Yam in lattee and machin-ing crinding machines.

Jones and Shipman in Leicester says it has lost some sales of standard grinding lost some sales of standard grinning hines to Chevalier although says it is

doing well with higher specification

UT

ACC.

79 E.

.

FINANCIAL TIMES MONDAY JUNE 19 1989

One of the British machines at £10,000 one of the original matchines at 110,000 is up against a Taiwanese machine at 26,000 while a larger machine with some automation features at 228,000 has a Tai-wanese competitor sold with discount at £16.500.

Bridgeport, also in Leicester, sells a Antigeport, also in Leicester, sells a standard milling machine costing 26,000 which is andercut by £1,800 by a Tai-wanese machine. However, Bridgeport's production is very high at the moment and it is producing increasing volumes of more sophisticated machines costing up to provide the second. to £125,000.

Dugard in Hove, West Sussex, an importer of Yam and Chevaller machines, says it is now selling more sophisticated Taiwanese computer-controlled machines and has invested heavily in marketing. However, Dugard says Taiwanese equip-nient is now under cost pressure because of the country's right currents of the country's rising currency.

Yamazaki 'happy' after problems

Nick Garnett visits a super-clean tool factory with a private garden

BRSISTENT FEMOURS P surfaced last year that production from the first fully-fledged Japanese machine tool plant in Britain was not going according to plan.

plan. Senior managers from Yama-zaki'e super-clean, high-tech factory in Worcester, which came on stream at the end of 1986, were believed to be get-ting an earwigging from head office about missed production

targets. "We had some start-up problems but everything is okay now," says Mr Tadaski Abe, managing director at Worces-ter. "We are now happy and making a profit from this factory." The £35m facility, with vast

carpeted reception areas and a private garden, was geared to produce up to 1,200 computer-controlled lathes and machining centres a year when fully operational

It was making 35 machines a month by the middle of 1987 with production expected to rise to about 70 machines a month by the end of last year. Production is still at about 65 machines a month. However, Mr Abe says the target is to raise this to 75 machines by autumin. "Next year we will be

making 90 units though this will necessitate some addi-tional equipment," he says. One of the reasons for the

slower building programme is that Worcester is producing a more complicated mix of machines, whose ex-works (rather than retail) prices range from £40,000 to £100,000 and average £55,000.

and average £35,000. It was originally planned to produce two models but the company is now making four. Some of these have been the subject of design changes dur-ing the short life of Worcester. The Worcester size employs just over 300 workers, of whom 14 are Jananese, including the 14 are Japanese, including the engineering manager, produc-tion director, engineering tech-nicians, support staff and Mr

The plant has developed what has become known in the machine tool industry as the "bloody hell" factor. This is a reference to the most usual exclamation from the 4,000 visi-tors to the plant last year who are not used to seeing in the UK machine fools produced from sophisticated computeroperated machining lines which can run up to 16 hours unmanned

Visitors can look at these -and load-carrying automated

guided vehicles which play taped rock music - from an elevated walkway which runs along the factory walls. The announcement that the

machine tool company with the biggest sales in the world was to start production in the UK unsettled parts of the European machine tool industry. local content in components immediately became an issue.

A simeraliti says local con-tent, including the wage hill, is new run-ning at between 65 and 70 per cent for most machines. It buys in from European

suppliers many main compo-nents such as ballscrews, bear-ings, and sheetmetal. Of these, most steel comes from the UK, as do ballscrews and hydraulic packs which are purchased from Vickers.

Most castings are also pur-chased in the UK and one third of these are re-exported by Yamazaki to the company's US production plant because it says its UK castings are so competitive on cost and qual-

ity. It brings in the electronic controls and servo-drives from last so do most British Japan, but sö do most British machine tool suppliers. The trend on components at

"Factory efficiency is the result of investment. It is the key element. If you besitate to invest, you decline

**Qualified accounts show loss of** £7.7m for Harvard Securities

Japan whose suppliers have been stretched coping with domestic demand from machine tool and other engineering sectors. \*Capacity for producing bearings and ballscrews in

Japan is stretched to the limit," says Mr Abe. The company is also having difficulty recruiting skilled labour and now has six appren-

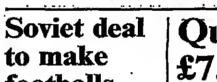
Worcester has been partly influenced by the difficulties in

getting components from

tices. It also has a team of 14 people in an applications group tailoring machining systems to

customer needs. It has sold machines in so-called cells - where two or more machines are linked - to a few UK companies, including Hardy Spicer, the gearbox maker, and Mono Pumps. The company does not seem keen to rush into supplying more complicated flexible cells.

Talking to Mr Abe, you get the feeling that he is not sure whether some UK machine toolmakers which survived the recession will remain in business because of their question-able investment record.



Securities designated (SE) and (USM) are dealt in subject to the rules and regulations of Tae         Stock Exchange. Other securities listed above are dealt in subject to the rules of TSA         These Securities are dealt in strictly on a matched birgain basis, Neither Gramville & Do nor Gramville Davies Limited are market markers in there securities.         Granville Davies Limited are market markers in there securities.         Granville A Co. Lot.         § Lovas Lanc, London ECIR #DP         Tekphone 01-621 1212         Member of TSA	Thames Vallsy area later this year. The situation has arisen because BT has been granted the franchise to provide a cable television network in the Reading, Newbury and High Wycombe area. One of the conditions of this franchise was that BT had to offer a telecommunications as well as	has a cable franchise. Previously, BT had not taken advantage of this provision in any of the areas where it has a franchise for cable television. The decision to do so in the Thames Valley was entirely BT's, Mr Curry said. However, the Cable Authority had decided to spell this out as a condition of BT's franchise to	<b>IOOLD2111S</b> By David Waller FERGABROOK, a British distributor of consumer mer- chandise, is setting up a joint venture in the Soviet Union to manufacture and market foot- balls and other playballs. The joint venture partner is	By Richard Waters HARVARD Securities, the over-the-counter securities firm which last year became the most celebrated casualty of the Financial Services Act, has reported a loss of £7.7m for 1967/8 - on a turnover down
COLOMBIA The Financial Times proposes to publish a Survey on the above on 18th July 1989	a television service. As a result, the 200,000 households in the Thames Val- ley area will have a choice of receiving a telephone service from BT direct or from BT Vision, its cable subsidiary. Mr Tony Curry, of the Cable Authority, which is the indus- try's regulatory body, said:	ensure that it kept its promise, he added. In the past, BT has com- plained that the ban on using its main network for television was putting it at a disadvan- tage with cable operators. The rule was holding back develop- ment of an advanced communi- cations infrastructure based	Neringa, the Lithuanian Indus- trial Association. The new company, which will produce more than 2m footballs a year, will be known as Wembley Neringa. Both parties will have three directors on the board and the UK company will provide plant and training while the Rus-	more than 75 per cent to £46m. Harvard, the leading OTC firm, failed to gain authorisa- tion under the Act and ceased dealing in securities last Sep- tember. The firm's accounts for the year to 30 September 1968 were qualified by joint auditors Peat Marwick McLintock and Chan- trey Vellacott in what amounts
For a full editorial synopsis and advertisement details, please contact: NIGEL BICKNELL on 01-873 3447 or write to him at: Number One, Southwark Bridge	"They are actually going to compete with themselves." The decision to offer inte- grated telecommunications and television services could have a big impact on development of the UK's communications infrastructure, although it is still unclear how the project will work. BT is prevented from broad- casting television through its	on fibre-optic cables, because BT could justify the invest- ment only if it could earn extra revenue by providing television. BT said that it had not yet decided whether the Thames Valley network would be built from fibre-optic cable. A decision to use fibre-optics could help demonstrate the technology on a large scale.	sians will furnish the site in Vilnins. It is intended that at least a quarter of the production will be exported, mainly to the Eastern bloc. National Savings fell £232m in May	to a disclaimer of opinion — the most severe qualification open to an auditor. The losses include costs and provisions of £3.9m relating to the closure of the securities business. The figure would have been £1.9m higher were it not for gains on freehold prop- erty. The auditors say that they
FINANCIAL TIMES	inain telecommunications net- work because it is feared that it might use its dominant posi- tion to drive cable TV companies out of business.	and be an important boost to the country's electronics indus- try. Warning of threat to telepoint, Page 8	By Richard Waters SAVERS took a net £232m out of National Savings last month, according to figures published yesterday. During May, repayments of capital of £530.6m and interest of \$135m arrowed new savings	Building emp By John Griffiths THE BUILDING industry should still achieve 3 per cent

Mr Wilmot added: "I am absolutely appalled at the way in which the City have behaved towards our thou-sands of clients and our client comparise. There walk are unable to verify £1.5m of the provisions, which relates to expected future costs from winding down the securities the curities became sualty of Act, h busine .7m for

business. They also say that they can-not pass an opinion on filam of an extraordinary provision relating to expected losses on stocks and trade debtors, on top of 22.5m set aside in the normal course of business to cover these items. Mr Tom Wilmot, Harvard's chairman, says the firm with-drew from securities dealing "because of the unwarranted delay taken by the new regula-tory authorities" in consider-ing the case. companies ... There really seems to be something very wrong with the British system of fair play when large institu-tions can wipe out a competitive industry by over-regulation and questionable

Harvard's auditors also qual-ified the accounts over the directors' valuation of stakes in Medimech Holdings, which makes equipment for the armed forces, and Medivest, a medical investment company. ing the case. According to the directors'

medical investment company. These holdings are valued at £2.1m, against an historical cost of £299,000. The auditors say they are unable to verify the valuation, which is based on projected future earnings. They do not concur with the directors' deci-sion to revalue the holdings.

According to the directors' report, the delay meant that the group would have been unable to raise enough capital to meet new capital adequacy rules coming into effect on October 1. Concern among cli-ents also led to a sharp fall in business ld propat they business. employers see 3% output rise

of £138m exceeded new savings of £436.6m. growth in output this year in spite of high interest rates and difficulties in the residential The biggest withdrawal was from fixed interest certificates, for which investors were paid a market, according to Mr Peter Bainbird, newly-elected chairman of the Building Employers' Confederation. That compares with growth averaging 8 per cent in each of the past two years. Neverthenet £200m. Few investment products registered a net inflow of funds, with capital bonds attracting the highest level of new funds at £30.4m.

less, said Mr Rainbird, trading dnstry er cent prospects were still "encourag-

He hoped that interest rates

That would be "a very respectable figure indeed." Mr Rainbird welcomed the overall settlement of just under 9 per cent in the 1989 wages and conditions negotia-tions with construction unions inside the Building and Civil inside the Building and Civil Engineering Joint Board. But he expressed concern about wage inflation and said it threatened the economy.

÷ . .

· ·

He hoped that interest rates and inflation would begin to ease later in the year. Mr Rainbird said even the private housing sector, which had inevitably been hit by higher mortgage rates, was predicting 160,000 housing starts in 1969.

With 365 days of business in Europe... It's fortunate there's a new Europages every year.



Sales representative: THOMSON DIRECTORIES Thomson House, 296 Farnborough Road Farnberough. Hampshire GU14 7NU Fax (8252) 377005

Tel. (0252) 516111

EUROPAGES: THE EUROPEAN BUSINESS DIRECTORY

At the crossroads of the world, all the signs point to Orchard Road and Le Meridien Singapore.

Conveniently located on Orchard Road in the heart of the city, Le Meridien offers a banquet of facilities for sensuous relaxation or serious business: "Le Club Président" Executive Floor, niceting runns for up to 350 people, business centry with China Trade Desk. Fitness centre, health club, and swimming pool. Le Restaurant de France or an informal café. Indonesian euisine or cocktails in the piano bar. Whatever your business or pleasure, you'll find it at Le Meridien.

The very soul of France in the very heart of Singapore.

SINGAPORE

TRAVEL COMPANION OF AIR FRANCE Information and reservations in Paris: 1/42 56 01 01. London: 1/439 27 44, Frankfurt: 69/23 92 15, Milan: 2/76 00 95 12.

Le Meridien Singapore - 100 Orchard Road - Singapore 0923 Tel: 05/733 88 55 - Telex: 50163

## **UK NEWS**

## **Murdoch** studies package to cut price of Sky TV By Raymond Snoddy

MR RUPERT Murdoch's Sky Television is considering an initiative costing hundreds of millions of pounds to cut the cost of satellite receiving equipment and make it easier for consumers to buy.

.....

S

х.,

22.2

lS

Ű –

100

\_=

ش ب

.

- 3

.....

71S

As much as £200m could be involved in the initiative, designed to take advantage of the postponement until next year of the launch of the rival five-channel service of British Satellite Broadcasting.

Satellite Broadcasting. Plans being considered include a single rental package including the cost of equip-ment, its installation and the subscription for the premium film channel. Price packages are already being test mar-keted.

A network of installation franchises is being considered, either using the franchises that distribute Mr Murdoch's five

national newspapers or setting up a parallel system. The attempt to speed up the introduction of satellite televi-sion in the UK would involve bulk purchasing of up to im satellite receivers to drive down the cost of the proposed

rental package. No orders have been placed, but the aim is to try to win the battle for the consumer before BSB, a consortium whose main shareholders include Granada, Bond Corporation, Pearson (publishers of the Financial Times) and Reed International

has a chance to respond. Mr Andrew Neil, editor of The Sunday Times and execu-tive chairman of Sky Televi-sion, which lannched four channels of satellite television in February, says he is confi-dent that Sky will be available in 1.5m homes by the end of its first year.

That upgrades recent esti-mates based on planned initiatives and an upturn in sales. Best estimates at the moment snggest batween 0,000-100,000 homes in the UK. bave their own satellite receiving equipment, not counting those who get their pictures from cable television networks.

A promotion by Mr Murdoch's Today newspaper was considered a success. More ing of its project.



Andrew Neil: confident of reaching 1.5m homes

than 187,000 readers applied for 10,000 free satellite receivers. yea Those who were unlucky in the promotion are likely to be offered cut-price deals. short holidays in Britain (three nights or less) fell from 37m to 35m. The figures were welcomed by tourism chiefs who pre-

Initially the Today offer upset dealers, but there are signs that the publicity may have stimulated sales. Sky says sales of satellite equipment at Dixons, the con-sumer electronics retailers, have increased from 1,200 to

"The indications are that even more people will be holi-daying in Britain this year," Mr John East, chief executive of the English Tourist Board, 2.000 a week. Mr Murdoch's largest selling daily, The Sun, also has a spe-cial offer on satellite equip-

"Inset has been enormous investment in top-quality attractions and facilities at a time when high mortgage rates and misgivings about air travel are making people think twice about going abroad," he cided Readers have been offered a month's free trial, interest-free credit if they decide to buy and the right to return equipment free of charge if they do not Analysis of the figures in

want to keep it. On the first day more than 11,000 Sun readers applied for the free trial which will bring them eight new television the report shows that half of all Britons stay with a friend or relative when holidaying channels The scale and cost of Mr Murdoch's initiative is likely to be linked to the success of such Today and Sun promo-

1.1

الهاري بالاربينيين معاط الأرابي حرمونا بالتوبية الم

or relative when home in Britain. Some 17 per cent use a licensed hotel, while only 6 per cent stay in an unlicensed hotel or guest house. Travel agents were used by only one to ever five Britane But all the signs are that the chief executive of News Interonly one in every five Britons when booking their holiday in national is determined to take Britain. maximum advantage of the

. .

British Tourism Market 1988, fact that BSB has had to post-ETB, Bromells Road, London, SW4 0BJ, £9.75. pone its launch plans, If Mr Murdoch is successful.

Britons

holidays

By David Churchill, Leisure Industries

Correspondent

spend more

on domestic

BRITONS spent a record

£7.85bn on domestic holidays

last year, representing a 16 per cent increase on 1987, accord-

ing to figures from the English Tourist Board.

year, compared with 132m in 1987.

But the rise in spending was partly due to a growth in the number of holidays of four

nights or more in Britain - up

from 37m in 1987 to 38m last

In contrast, the number of

dicted that 1989 would be an even better year for domestic

"The indications are that

"There has been enormone

tourls

● A summer price war on hol-iday flights to Canada has been lannched by Wardair, the Canadian airline. Wardair is cutting prices by half on round trips to Canada during the in winning a large number of satellite subscribers over the next 13 months it could raise cominer.

-C+

2.4 C

Labour and business at peace in Liverpool

A Sugar St

Ju RO Nov PP T-state May 25 Source : Department of Employment

North~West

Ian Hamilton Fazey on the council leader joining the development corporation compared with Sheffield's or tend it doesn't exist." Typeside's. of Merseyside County Council before it was abolished, was Male unemployment

22

25

15

0

W ITH male unemploy-ment on Merseyside than one in five, Mr Keva Coombes last week crammed a third job into his overcrowded schedule.

He is already a dawn riser, dashing into a Liverpool city centre office early in the morning to run a £300m-plus budget before starting his paid job as a solicitor. He dashes back to resume the unpaid job in the hunch hour and evenings. He admits that fitting his

Tourist Board. The rise in spending came in spite of a fall in the number of holday trips taken in Britain by British residents. That totalled 130m trips last new job into the remaining hours will be a push, but Mer-seyside is relieved that he is going to try, for Mr Coombes is leader of Liverpool City Council and successor to the Mili-tant era of Mr Derek Hatton.

Last week he agreed to serve on the board of the Merseyside Development Corporation, the agency which Mr Michael Heseltine launched as an experiment to urban regenera-tion in 1988, together with its counterpart in the London docklands.

Liverpool City Conncil has had no one on the board since Lahour won powar on the council in 1983. It would have meant conniving with tha enemy. The Government used the corporation to get funds toto the projacts it wanted, while Labour wanted the money to try to regenerate the city through building council

The resulting series of bat-tles led to 47 Labour councillors being surcharged and dis-qualified from office to 1987. Mr Coombes, who was leader persuaded to join the city council - via a safe byelection\_ It was supposed to be a 20

short-term contribution. However, the taint of the Liverpool Militants and his decent, if politically questionable, decision to act as Mr Hatton's solicitor, left him unable to 10 overturn a Conservative majority of only 20 in Hyndburn, Lancashtre, in the 1987 General Election.

He was - famously - "gobsmacked" into silence on televi-sion afterwards, but Merseyside's business leaders see the result as a blessing in disguise. Mr Keith Robinson, director of Merseyside Chamber of

and women jobless was nearly Commerce, says: "In 1986, I was the man who said that Mil-6.3 per cent. in spite of the image prob-lems, economic structure is the itant had done more damage to the city in three years than Merseyside's labour relations image bad done in three decades. I'm now changing my tune. Keya's appointment is a normalization of relations root cause. For nearly 200 years Merseyside relied on its port and related industries, such as shipping and insurnormalisation of relations between the city and business

As the port declined over the last 70 yaars, the industry imported to replace its manual jobs contained too many branch factories. Birds Eye's Kirkby food plant is this year's hig closure, with 1,000 jobs community." By 1996, conflict had made industrial land on Merseyside almost unmarketable. Business confidence was poor, and man-nal jobs had not followed the buildozers into Liverpool. The gone or going. Moreover, the large number development corporation had of big employers compared to medium-sized and smaller ones discovered tourism and was forcing retail developers to tocinde office space in their schemes, but male unemployment was running at 26 per cent

It is still over 20 per cent. The May total of 91,867 men

With problems seemingly intractable, the ground was fertile for discord and Militant sowed some sturdy crops. Mr Coombes' decision to join the board of the development corporation is therefore seen as more than symbolic. Dr John Ritchie, chief execu-

tive of the development corpo-ration, says: "Merseyside has had this enormous capacity to self-destruct. This is the first time for 15 years when everything has been pointing in the same direction at the same time.' Mr Coombes relied on practi-

cal politics to convince some of as many as in the whole of Wales — whan the overall national rate had dropped to his more fundamentalist col-leagues. "Politically, we had arguments for some time," he augusteens for some time, inc. says. "Some councillors were quite strongly opposed on the grounds that it was an appointed, not elected body. "But it's there, and certainly

will be until the next general election, and maybe even after that. It's had its boundaries extended, giving it planning powers over more of the city, and is getting more influential in housing matters. It isn't going to go away. Far better to be on the inside arguing our corner.

"The other argument is that it is better that the development corporation get some-thing, than that the money should stay in the Treasury. It does not foster the entrepre-neurship seen to Greater Man-chester, West Yorkshire or the West Midlands, where the bal-ance is better. The re-trainable manual skill base is also poor certainly isn't going to come to the city council. That was the clincher. That was the trade unions' view as well: better to be on the inside than to pre-

Ironically, the attack on the development corporation bas now switched from the extreme left to the right. Pro-fessor Patrick Minford, Liverpool University's monetarist economist, served on the board from 1987 but resigned two months ago.

He says that the corporation missed the chance to create 1,000 manual jobs in Birkenhead by turning down a power station and deep - water berth in favour of s mixed development of light industrial, commercial and residential huild-ings for the waterfront.

The irony be sees is that manual unemployment is over 25 per cent, while white collar johlessness is down to 5 per cent - with skilled office workers having to be imported. Mr Coomhes says there is "much more than a grain of truth" in what Prof Minford says, and he will be making the point at board meetings. Dr Ritchie says Merseyside

cannot expect to find enough manual jobs in an age of auto-mstion and high technology. Training is the only long-term answer. The corporation has been funding and running training agencies for four vears.

"People now realise that when jobs come up they have to be in the queue with a skill and with the right attitude to employment. It'a a crucial thing in offering development opportunities in the 1990s. I know that Mr Coombes will support us on that," Dr Ritchie says.

1 1 S . W. 1. 1.

## **Brewers say pub choice satisfies customers**

#### By Lisa Wood

BREWERS go over to the offensive today with the publi-cation of an opinion poll say-ing that most people are satis-fied with the choice of pubs and beers.

Brewers are fiercely oppos-ing implementation of recommendations in the recent report by the Monopolies and Mergers Commission on their industry. The report was criti-cal of the choice of beers available in individual pubs and the prices charged for them. The Brewers' Society said:

"The brewing industry has been accused by the MMC of operating an industry struc-

ture which works against the public's interests. "The survey shows conclu-sively that the public is highly

satisfied with the choice of pubs and beers in the UK and the leisure facilities and value for money the pub offers."

The Brewers' Sociaty also said its poll challenged the findings of a 1987 survey carried out hy the Consumers' Association, alleging that con-sumers were dissatisfied with British pubs and the choice of drinks they offered. The Mori poll of a sample of

2,087 people carried out for the Brewers' Society found that 65

per cent of those questioned were satisfied with the choice of pubs in their locality, and that only 20 per cent were dissatisfied.

About 62 per cent of people were satisfied with the variety of beer available in the pubs they used, while 10 per cent were dissatisfied. The poll also shows that 40

per cent of people believe pubs are more pleasant to visit than they were a faw years ago, compared with 26 per cent who said they were less pleasant and 27 per cent who said they

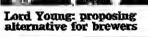
were about the same. The survey also said people

thought pubs were second only to restaurants as value for money on an evening out. • Lord Young, the Trade and Industry Secretary, will this week issue formal invitations

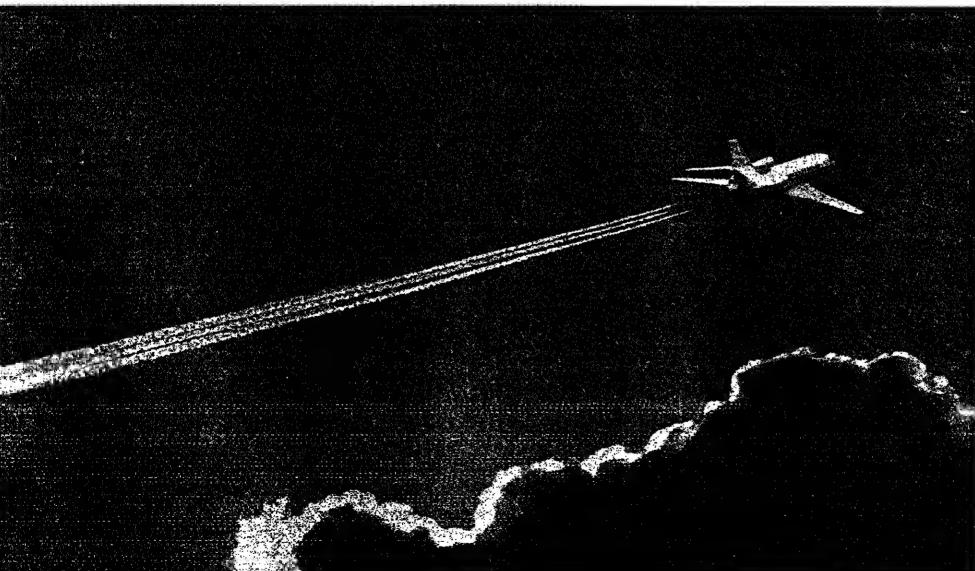
to the country's six largest hrewers to discuss a variation on the MMC recommendation thet no brewer should be able to own more than 2,000 pubs.

The new option - that large brewers should be able to tie a fixed number of pubs with the rest operated on an armslength basis free to sell any beers they want - is opposed by the Brewers' Society.





## A trail-blazing concept in business aircraft: the tri-jet set.



Remarkable men blaze remarkable trails...

The unique triple vapour trail of a Falcon 50 or Falcon 900 is the sign of the tri-jet set: men of decision, power, intelligence and exacting demands. Men who want the best.

They know the Falcons are the world's only three-engine business jets with the same safety standards as airliners making overwater flights via the shortest routes.

They also know the Falcons benefit from the very latest Dassault technology, the most sophisticated engineering and aerodynamic standards in both civil and military aviation. In the ultimate elegance of their tri-jet, they feel in a class apart ... They are right.

FALCON 3-ENGINE EXECUTIVE JETS. A class apart.



### DASSAULT INTERNATIONAL

Please send me additional information about the	Falcons.	FT8
Name / Title		
Address	City	
Phone	Now Flying a	

e return this coupon to Mr. Paul Delorme, Dassault International. 27, rue du Professeur Pauchet. 92420 Vaucresson, France. Tel.: (33-1) 47.95.83.83. Télex: 203 944 Amadas, Fax: (33-1) 47.95.82.10.

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange. It does not constitute an invitation to the public to subscribe for or purchase any shares. Application has been made to the Council of The Stock Exchange for the whole of the ordinary share capital of Gowrings PLC ("the Company") issued and now being issued to be admitted to the Official List. It is expected that the listing will become effective and that dealings in the Ordinary Shares will commence on 22nd June, 1989.

## **GOWRINGS PLC** ts 1908 to 1917 No. 182180) (Incorporated and reg

Placing by

## Brown Shipley Stockbroking Limited

## of 2,750,000 new Ordinary Shares of 10p each

#### at 160p per share

#### SHARE CAPITAL FOLLOWING THE PLACING

issued and fully paid Authorised £905.296 Ordinary Shares of 10p each £1.090.000 4.2% Cumulative Preference Shares of £1 each £800 £10,000

The new Ordinary Shares of 10p each now being placed will rank pari passu in all respects with the Ordinary Shares of the Company in issue, including the right to receive all dividends or other distributions hereafter declared, made or paid on the ordinary share capital of the Company. Quilter Goodison Company Limited are the second distributor and ere placing 687,500 shares with their clients.

Gowrings PLC is a holding company based in Thatcham near Newbury which has subsidiary companies operating in two areas of activity: motor and leisure, and also has a number of significant investments in related activities.

Listing particulars relating to the Company are available in the statistical services of Extel Financial Limited and copies may be obtained during normal business hours on any weekday (Saturdays and Bank Holidays excepted) up to and including 7th July, 1989 from:-

Gowrings PLC The Grange, 18-21 Church Gate Thatcham, Newbury Berkshire RG13 4PH

Brown Shipley Stockbroking Limited Founders Court Lothbury London EC2R 7HE

Copies of the listing particulars are also available from the Company Announcements Office, The Stock Exchange, 46-50 Finsbury Square, London EC2A 1DD up to and including 21st June, 1989.

19m June, 1969

(Incorporated in the Republic of South Africa) (Registration number 01/01232/06) ("Gencor")

#### **TERMS OF THE RIGHTS OFFER**

Further to the press announcement of Monday, 29 May 1989 concerning the proposed rights offer by Gencor and the last day to register to participate in the proposed rights offer, Central Merchant Bask Limited is authorised to announce, subject to the conditions act out hereunder:

That Gencor will raise approximately R1,470 million by way of a rights offer of 19,602,932 new ordinary shares of 40 cents at 7,500 cents per share to the holders of

ordinary shares of 40 cents each ("ordinary shares");

8.5% variable comparisonity convertible canadative preference shares of 40 cants such ("convertible preference startes"): and

secured subordiasted compaisonly convertible debentants of \$27 each ("convertible debentares").

d as such at the close of business on Friday, 23 June 1989, on the basis of 20 new ordinary shares for every 100 ordinary r 100 convertible preference shares or 100 convertible debentures held in Genoor at that date.

The new ordinary shares instead in terms of the Gencor rights offer will not participate in the final dividend in respect of the year ending 31 August 1989. Details of such final dividends will be anounced in the press by the 23 June 1989

# **Output of cars** for export rises by almost 48%

#### By John Griffiths

year, to 463,968 from 438,732 in the comparable period a year ago, is also largely attributable to the absence of disruption in PRODUCTION of cars destined for export has risen by nearly half this year compared with the first five months of 1988, Ford's production this year. It lost production of about 35,000 cars during a two-week strike mainly because more Pengeot Talbot and Nissan cars were sent to the Continent last year.

The trend accelerated in May, with output for export surging by 59.65 per cent to 22.593, compared with 14.151 in May 1988, according to provi-sional statistics from the Department of Trade and Industry. The May increase means

vehicles and motor products, which reached a record £1.65bn that in the first five months of this year production for export in the first quarter of this year. That is partly because imports is up 47.65 per cent to 126,372 units compared with 85,588 units in the comparable period of cars continue far to outstrip exports. Britain is beading this year for a record new car market for last year.

As a result, the share of total the fifth year in a row - the SMMT forecasts 2.4m sales. But 55.84 per cent of the 1.021m cars sold in the first five production taken by export-destined cars has risen to 21.39 per cent, from 16.32 per cent in the first five months of last months of the year were imports - in unit terms, more

Total production so far this year is also up, by 12.67 per cent, at 590,750 compared with than 570,000. That compares with an import share of 54.64 per cent, representing just over 511,000 units, In the first five

105.083

524,320 a year ago. Those figures help to rein-force forecasts by the Society of Motor Manufacturers and months of last year. The DTI statistics show that total output of commercial vehicles last month was 4.75 per cent higher than a year ago at 28,758 (27,453), but for the Traders that the UK is an route to total car output of more than 2m a year by the mid-1990s. That compares with 1.23m last year and a record output of 1.92m cars in 1972. ysar to date 24.17 per cent higher at 150,045 (120,838). Howsver, last year's ontput was sharply reduced by the Ford strike. Total ontput in May, at 113,898, was 8.5 per cent higher than the previous May's

Production for export was up slightly last month compared with a year ago, at 8,384 from 8,188. But it was up much more sharply for the year to date – by 32.55 per cent, to 43,363 from However, production for the UK domestic market this year has advanced much more elawly. Output for UK con-

sumption rose by less than half a per cent last month com-32,714 That means that the export share of production so far this pared with a year ago, to 91,305 year has risen to 28.89 per cent, from 27 per cent in the first from 90,992. The 5.76 per cent increase in from 27 per cent t the first five months of the five months of 1968.

## Fast pace of change 'threatens telepoint'

#### By Terry Dodsworth, Industrial Editor

chance rather than decimate the market." PA CONSULTING Group, one of the pioneers in developing the mobile telephone industry, PA's letter to Lord Young

In spite of the large percent-

age increases in export produc-tion, there is little optimism in

the industry that it will have an early impact on the UK's large balance of trade deficit in

was prompted by government calls for industry to advance proposals for a so-called per-sonal communications system. The Department of Trade has told the Government that the market could be undermined by plans to press ahead with the next generation of

technology. In a letter to Lord Young, the Industry Secretary, PA arouses that proposals to award **SD-Scicon wins £4m** argues that proposals to award two new licences in the develtwo-way mobile telephone seroping area of personal commi-nications pose "a real threat" to successful development of the fledging telepoint system. vice to the market. The idea is to introduce a service which is cheaper than the current cellular car phone networks, with handsets small

# The Tube's response to overcrowding: raise fares

Rachel Johnson on the challenge of growth in LRT tory body answerable to the

Mr Paul Channon, the

ing people off Underground," he said.

1990s.

Passengers are unlikely to approve of this logic. First, the

HERR'S the good news for Tube travellers. London Underground is tackling its biggest problem overcrowding – which has now reached dangerous levels.

**UK NEWS** 

Mr Wilfrid Newton, chairman of London Regional Transport, admitted as much when he told MPs on the Commons transport committee that it was "no longer possible to crowd more people in." Mr Denis Tunnichiffe, manag-

ing director of London Underanisms to constrain growth in the number of people using the Underground. It is more for a committee to ground, put it another way. The morning peak period, he said, was beginning to spread over the day. The marginally less intense evening roah hour was becoming "more peaky." Take a few examples:

• Tubes sometimes do not stop at stations because trains member of the co and Mr Tunnicliffe whether "pricing people off the Under-ground" is the most sensible and platforms are so packed that stopping would be danger-

 Stations are being closed to way to combat dangerous overcrowding. Mrs Danwoody incoming passengers in the mornine

 Escalators are either Transport Secretary, has expressed his doubts about stopped, or reversed, in order to stop passengers piling on to crowded platforms and move people quickly out of crowded stations.

Even if passengers can get onto the trains, they find them-selves wedged together in air-less proximity. London Underground is recognising that unless something is done, "a difficult situation will become intolerable."

primary influence of growth on the Underground is the expan-sion of employment in the capi-Now for the bad news. Lon-don Underground's proposed solution to the problem, out-lined to the Commons transport select committee, is to raise fares to such high levels that people are forced off the

The reasoning behind the proposed increases has a super-ficial logic. The phenomenal growth of passenger traffic on the Underground – about 70 per cent since 1983 – has been partly stimulated by the introduction of the zonal Travel-cards, which allow travel on both buses and tubes. Making Travelcards more

difficult to acquire by increas-ing their cost would cut down

Also, increased revenues from fares would pay for essen-tial upgrading in the Under-ground network, such as the replacement of rolling-stock alternative. it fails speeds in the capital are slowing every year. This week a further fail was amnounced, to a morning aver-age of 11.8 mph - the speed of a horse and cart. The London Regional Pasand other capital equipment, Mr Newton says. This extra revenue would come on top of the 5700m investment planned to improve the busy Northern and Central lines. senger Committee, the statu-

Government and public on transport issues, doubts that MPS ARE to summon the top management of London Regional Transport back to the Commons following its dis-closure of plans for steep fare rises on the Underground. the capital's 4,800 buses could be wheeled on to provide effi-cient transport for whatever proportion of the 500,000 daily rises on the Underground. Mr Wilfrid Newton, chair-man of LET, and Mr Denis Tunnichifie, managing director of London Underground, are being recalled by the all-party transport committee for fur-ther questioning about their proposals to use pricing mech-anisms to constrain growth in tube travellers are price away

The committee says LRT should not be considering a short-term, palliative measure to such a long-term problem. Instead, it should be attending to London's transport needs as a whole

a whole. The lack of an "integrated transport policy" has been a criticism levelled against LRT since 1984, when it was charged with running trans-port on an increasingly com-mercial basis while still being responsible for planning and coordination ask witnesses back after rou-tine meetings, said Mrs Gwy-neth Dunwoody, a Labour The MPs will ask Mr Newton co-ordination

It agrees with the suggestion of the transport committee, which is urging LRT to learn from the example of other urban transit systems, which are solving problems with inte-grated, inter-modal policies -

not pricing mechanisms. In Hamburg, for example, all public transport is run by a BT's proposals. "I whuld have to hear convincing argu-ments from London Under-ground before I agreed to prictransit authority which co-ordinates bus, metro, ferry, urban and regional tail ser the vices.

In contrast, most LRT operations are conducted through subsidiaries, and the deregulation of buses in Lon-don, planned for 1993, is threatening further integration of

A Commons team visiting Boston, Washington and San Francisco passenger transport executives found that the US approach to congestion was the opposite of London's.

son or employment in the capi-tal, according to Mr Paul Mitchell, from the London Chamber of Commerce. More people are commuting into the capital to work. The number of bodies cross-ing the boundary of the Circle In San Francisco, the author Line grew 9 per cent since 1984." These people, he says, are dependent on the Under-ground for their mobility in London — and their muchanism ity is deliberately pursuing a policy of making rail cheaper so people leave roads, where parking fines and tolls are being stepped np. This has resulted in a 35 per cent switch to rail at the expense of road. London - and their numbers are set to grow throughout the

"Ideally, what people want is more rail capacity, not to be griven off rail," said Mr Rufus Second, if passengers are Second, if passengers are forced off the Underground, where will they go? Mr Newton suggested buses and cars. Those need to waiting for buses, and then being immobi-lised in traffic jams, are unlikely to value that as an Barnes of the passenger com-mittee. But new rail lines will take ten years to plan and construct, while raising fares requires only the approval of the Transport Secretary. Traffic speeds in the capital

There is some light at the end of the tunnel for Tube travellers. The Transport Department is very keen to build crossrail links for London, which the Central London Rail Study said would do much to relieve congestion.

THE TROJAN HORSE

A Trojan Horse is a

program which at face

value appears perfectly

innecent, but which in

fact conceals other code.

for example to copy a

virus onto your

computer.

Tricom Custodian

773

à

. يې ا

<u>ب</u>

÷.,

The rights offer is subject to

(a) the ordinary thareholders of Gencor approving at a general meeting to be held today, the-

special resolutions converting the issued and univated sutherised "5" ordinary shares into ordinary shares in the share capital of Gencer thereby providing sufficient sublocised but univated ordinary shares to implement the rights offer; and

ary resolution placing certain of the ordinary shares in the share capital of Gencor under the control of the directors. untersburg Stock Exchange ("the JSE") granting a listing of the renounceable (all paid) letter of allocation and the new shares in Gencor to be insued in terms of the rights offer; and (b) The Job

(c) The Council of The International Stock Exchange of the United Kiegdom and the Republic of Ireland Limited ("the ISE") granting admussion to the Official List of the new ordinary shares in Geneor to be sened in series of its rights offer.

Federale Myaboa Beperk (Federayn) and its wholly owned subsidiaries, the controlling shareholders of Gencor, have undertail follow its rights entitlement to 10,725.682 new ordinary shares of 40 cents each at 7,500 cents per share (approximately nullion) paraulat to Gencor's rights offer. Federayn will underwrite the balance of Gencor's rights offer.

The rights offer circular, which will include the renounceable, (all paid) letter of allocation, will, subject to the rates and requirements of the JSE and ISE be sent to the relevant shareholders and debeatancholders of Genoor on Friday, 30 June 1969.

#### PROPOSED SUB-DIVISION OF PERMANENT CAPITAL UNITS

Following the request of certain shareholders and detenturcholders the sub-division of shares was considered and con

The directors of Gencor have proposed that each of the issued and unisated ordinary shares of 40 cents each, 3.5% variable compaisonly convertible cumulative preference shares of 40 cents each and 12.5% unaccured subordinated compationsly convertible debentures of R27 each be sub-divided into 10 ordinary shares of 4 cents each, 10 convertible preference shares of 4 cents each, and 10 convertible debentures of 270 cents each.

Shareholders and debenureholders of Gencor will be advased of the effective date of the sub-division, which date will be after the close of the rights offer, at the appropriate time through the medium of the press. Circulturs concerning the sub-divisions are in the process of preparation and will be matted to shareholders and debentureholders in due course.

Johannesburg, 19 June 1989

Sponneting Brokers Republic of South Africa MARTIN & CO. EPIC DAVIS BORRUM HART & CO UTIC ED HERN, BUDOLPH INC. IVOR JONES, BOY & CO. EPIC United Register JAMES CAPEL & CO.

North Marian

TAJ INTERNATIONAL HOTELS

Telepoint networks, which allow subscribers to connect with the conventional telewhich the conventional tele-phone eystem using small pocket radio phones, are due to be launched later this year. Introduction is already behind schedule. Although the technology for such a system will take some time to develop, PA believes that if the Government pushes the industry too hard in this

Mr Peter Copping, executive director of PA's Computers and telepoint. Telecommunications division, says the four new telepoint operators are already under pressure because they believe the market will be highly com-

while the car phone sector has flourished with only two licensed operators, some indus-trialists believe that the telepoint market may not prove large enough to support four enterprises. The problem would be made

even more acute, Mr Copping says, if the authorities license from telepoint to the personal communications system, he two further companies to set up more sophisticated mobile says, the authorities should aim to add more functions to systems in the early 1990s. telepoint. For example, it could

"The policy is creating uncertainty about the market," he says. "You have to give the new telepoint entrants a be device to alert subscribers to incoming calls.

order for EC system enough to be carried around by

#### By Alan Cane

COMPUTER automation is about to overtake the newly

about to overtake the newly elected members of the Euro-pean Parliament. SD-Scicon, the UK's largest computing services company, has won a 5.9m Ecu (54m) con-tract to develop, instal and operate a computer system to connect all 518 MEPs in a Community-wide information network. direction it could undercut telepoint. One issue is that telepoint is less sophisticated, allowing users to make calls but not to receive them. Another is the question of resources in the UK mobile telephone industry, now very stretched because of network

SD-Scicon won the contract after two years of discussion and in competition with at least 50 companies. The short-list included International Computers of the UK and Sie-mens of West Germany the pace of development. Mr Copping's view is that because of the problems the Government should put the main emphasis of policy on mens of West Germany. The contract is medium-sized

developing telepoint. Rather than going straight in terms of computer projects but carries high prestige. Suc-cessful completion will leave

cessful completion will leave SD-Scicon well placed in the European market for val-ue-added data services, which is expected to be worth more than £2.5bn by 1993. Called Ovide (Organisation du Videotex du Deputé Euro-péen), the network should go live towards the end of this year.

year. The UK company will be the prime contractor in establish-ing the network, which will link 12 national videoter

Most of them will use differ-ent telecommunication standards. Groupe Bull of France will provide the computer hardware for the system. Ovide will give MEPs access to a central information bank,

which will store details of par-liamentary proceedings, a par-liamentary calendar, briefings on current issues and European statistics.

Perhaps in recognition of the MEPs' wanderings between the Buropean Parliament's princi-pal locations in Strasbourg, Brussels and Luxembourg, the information bank will also include train and flight timetables

tables. Videotex technology, similar to the British Prestel and French Minitel system, was chosen because it was cheap and easy for non-experts to

protocts you against the The European Parliament will provide financial assis-tance to MEPs to buy Prestel-Trojan Horse and other type terminals or persooal computers to access the ser-vice. hacking threats with a range of hardware-

based security measures plus timesynchronised password control - phone 024 026 3951 for details.

After launch, the service will be opened to the public at large to provide faster communica-tion between administrative bodies in each member state and the European Parliament

options for the 524L (now called the Trent), in the McDonnell Douglas MD-11 tri-

jet and Airbus A-330 twin-engined airliner. Rolls-Royce said the orders

Tricom options for the 524G and H engines in Boeing 767s and 747s, and 38 orders and 56

Oxford Read Statemeter ligh Wyspenbe Buckhards HPH 39X

WIMBLEDON

TENNIS **MENS ½ FINALS** PRICE REDUCED Overbooking by major indus-irial Group has made an "Executive Club" facility for 10 available at a substantial

Centre Court and full Hospitality package included. For Details contact Peter on 01-543 2233

**Rolls' orders and options** Old Masters and fine antiques adorn St James Court. But our elegant extras this year reach £1.5bn Because whilst tailoring our botel to the businessman's needs we also tailored

### By Michael Donne, Aerospace Correspondent

ROLLS-ROYCE, the aerospace group, has won orders and options so far this year for more than 700 civil engines, worth well over £1.5bn.

With the subsequent sales of sparse over the lives of these engines in service, the ultimate value to Bolis-Royce could

reach £3bn. In a round-up of its activities this year, Rolls-Royce said its total order book for civil and for the Trent were particularly important, since Air Europe's choice of it for the MD-11 airliner represented the launch military engines stood at more order for what will be the most powerful jet engine in the world when it enters service in

than 15bn. Rolls-Royce has received orders for 188 Tay engines for use in the Dutch Fokker 100 the early 1990s, starting at 65,000 lb thrust and capable of airliner, with options on another 180 engines. In the RB-211 family of biggrowth to over 80,000 lb. The Trent has also been cho-

sen by Cathay Pacific for its thrust engines, it has won 148 orders and 24 options for the 535-E4 engines in the Boeing Airbus A-330 airliners, the first time a Rolls-Royce engine has been specified for an Airbus 757 airliner, 61 orders and 27 atrcraft.

Provencal and Chinese Szechuan cuisine and the considerable benefits of our Corporate Executive Plus Frequent Guest COURT The best place to staynext to Buckingham Palace. FT19/6 Please tick the relevant box!

Fill in the coupon and fost now to ST JAMES COURT HOTEL, BUCKINGHAM GATE LONDON SWIE GAF. Yes, please send we details of how laws recommodation won't effect my bottom line
 Please send me jurther details of other facilities and services at St James Court.

TEL NO.

Nevertheless, visit us and you will find elegant guest rooms and lavish

And you can enjoy immitable standards of service and comfort typical of a member

of the Taj Group of Hotels, which have become synonymous with excellence worldwide.

(BUT NEVER ON YOUR BII

apartment suites, a fully equipped business centre and a private health club.

Add to this two restaurants offering superb French

scheme and you will appreciate the justice of our boast that the lavishness that surrounds you is, on your bill, without price.

ST JAMES COURT HOTEL & APARTMENTS, BUCKINGHAM GATE, WESTMINSTER, LONDON SWIE 6AE TEL: (01) 834 6655. TLX: 938075 TAJJAM G. FAX: (01) 630 7587.

NAME. COMPANY NAME

AT ST JAMES COURT THE LUXURY SHOWS

won't embellish your expenses.

our prices to his pocket.

ADDRESS:

1 16 yrs

es.

RŢ

CONTRACTOR

P. J. T. T. K.

(e.,

1441

· •

-

22

۰. .....

· • •

۴

1

 $\mathbf{y}^{i}$ 

2

. .\*

• •

.\*

, 1

52

, ·

مىي: مىي

. .

Ĵ,

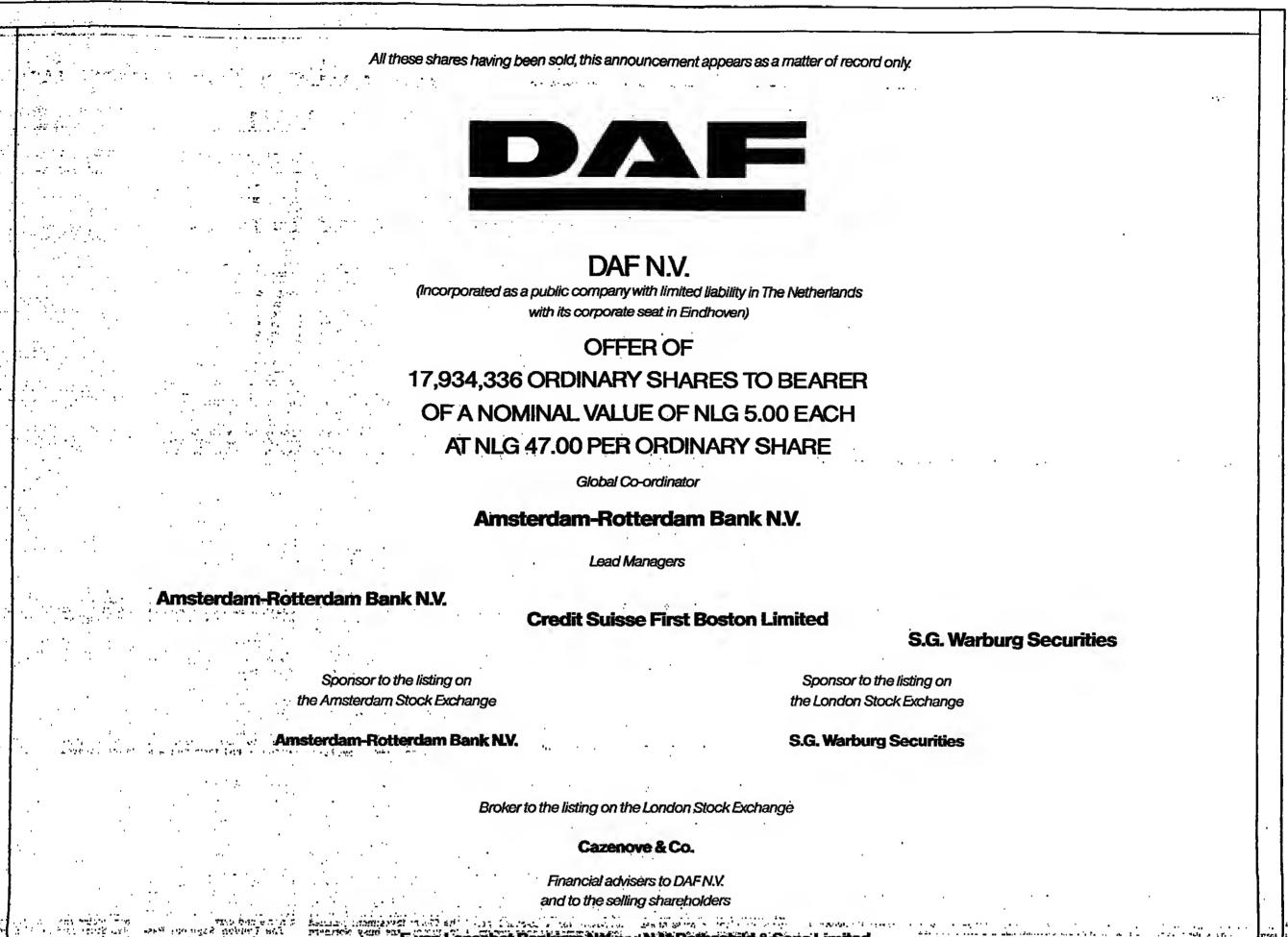
1

2

.

, ; ;

я.



chot Bankiers N.V. and N M Rothschild & Sons Limited

The above shares were underwritten by: in the rest of the World in The Netherlands, Belgium and Luxembourg Amsterdam-Rotterdam Bank NV. **Credit Suisse First Boston Limited** Amsterdam-Rotterdam Bank N.V. . . .' Algemene Bank Nederland N.V. **Generale Bank Daiwa Europe Limited Shearson Lehman Hutton International Swiss Bank Corporation UBS Phillips & Drew Securities Limited** 

**BNP Capital Markets Limited** 

Deutsche Bank Capital Markets

Paribas Capital Markets Group

Mediobanca-Banca di Credito Finanziario S.p.A.

COMMERZBANK MITHEMESELLSCHAFT

Bank Mees & Hope NV Credit Suisse First Boston Nederland N.V. De Nationale Investeringsbank N.V. Kredietbank International Group Pierson, Heldring & Pierson N.V.

Banque Générale du Luxembourg S.A. Banque Internationale à Luxembourg S.A. Banque Paribas Nederland N.V. Credit Lyonnais Bank Nederland N.V. F. van Lanschot Bankiers N.V.

**Bank Brussel Lambert N.V.** Nederlandsche Middenstandsbank nv **Rabobank Nederland** 

Banque de Suez Nederland N.V.

in the United Kingdom

S.G. Warburg Securities

Barclays de Zoete Wedd Holding Limited

Ε.

**County NatWest Limited** 

Cazenove & Co.

S.G. Warburg Securities

James Capel & Co.

• • •

**N M Rothschild & Sons Limited** 

. .

June, 1989

ć.

**CL-Alexanders Laing & Cruickshank** 

Creditanstalt-Bankverein

Morgan Stanley International

**Dresdner Bank** 

Société Générale

_							· · ·		
	CONSTR	UCTION CON	TRACTS		DIARY	DATES			
NDON		•	1 1 1	PARLIAMENTARY		FINA	NCIAL		
C Structures	Gynaecology	v unit at Brist	ol hospital	Today	next steps programme: wit- nesses, Central Council of Civil	TODAY	1991 (1331-26 Bank for Arbeil und Wirtscheit AG Sub.		
for ch Industries	FAIRCLOUGH BUILDING, part of AMEC, has landed a	gical extension consisting of two 28-bed wards, two operat-	tors rooms, together with phys- iotherapy unit and obstetric	Commons: Social and Liberal Democrat inspired debates on	Service Unions, and Treasury officials (Room 19, 11:00a.m.)	Hartsteinion, 100 Park Lone, W., T230 BOARD MEETINGS- Plaste:	Chicorp Flig. Rate Sub. Cap. Mb. 19/9/96		
STRUCTURES LIMITED Ion, Aylesbury, Bucks. HP18 988	5m contract for a gynaecology	ing theatres, an ont-patients department and car park	clinic. A main entrance and	Transport investment and Civil Liberties and e Bill of Rights.	Employment: Subject.	BEY Butmer (H. P.) Caseldy Brothers City Gate Estates	English National Inv. Co. Pic. Loap Do. Did. 6.49		
HP18 988 Crendon (0844) 208481	unit at Bristol Maternity Hos- pital.	beneath the building.	All services are included in	Pesticides (Fees and Enforce-	Part-Time Employment; wit- nesses, Prof Richard Disney	Easting Manual	Do. 1992, 54-44 Lone Star Inda. Inc. 47.503. Marine Midland Benk NA Filty. Rate Sub. Cap. Nat. 1996 (255),54 Cap. Nat. 1996 (255),54		
Trendon (0844) 208481 201622 Telex: 83249	On behalf of the South West- ern Regional Health Authority,	Included in the contract is refurbishment work to form	the end of May with comple-	ment) Bill, remaining stages. Lords: Electricity Bill, commit-	and J. Sainsbury plc (Room 20, 4:15p.m.)	European Colour Hambros Hevetaon	Midland Bank Unit Fig.		
	the company's Bristol regional office will provide a gynaecolo-	new staff changing facilities, a pharmacy, and "on-call" doc-	tion scheduled for mid-April 1991	tee. Motions on Civil Jurisdic- tion and Judgments Act, 1982	Foreign Affairs: Subject, Aid Policy; witness, Chris Patten,	Holwestaan Holbeen Mil Hidge Melville Street Invi. Fajest Shop	Prizer Inc. SSCI. State Bank of India 5%, % Na. 1993 2,555pc.		
York				order and the set-aside (Amendment) regulations,	MP, Overseas Aid Minister	Reject Shop Ronold Shorting Publishing 717 Technology	THURSDAY JUNE 22		
es	Wiltshier hui	llds £15m We	st End block	1989. Select committees: Public	(Room 15, 4:15p.m.) Public accounts: Subject,		COMPANY MEETINGS- British & Commonwealth Hidgs, Merchant Taylors' Holl, 30 Threadneedle Street, EG, 1200		
				Accounts: Subject, Manpower planning in the Civil Service;	Housing benefit; witness, Mrs Ann Bowfell, Social Security	Crest Nicholson Moorfield Estates DMIDEND AND INTEREET PAYMENTS- DMIDEND AND INTEREET PAYMENTS- DMIDEND AND INTEREET PAYMENTS-	Taylors' Heal, 30 Harden Heal, 12.00 Hostair, Savoy Hotol, W.C., 12.00 Hostair, Savoy Hotol, W.C., 12.00		
	WILTSHIER CONSTRUCTION bas been awarded two con-	Street Partnership. Work starts later this year and is expected	building the £7.4m five-storey Liverpool House office develop-	Witnesses, Sir Anthony Bat-	Department (Room 16, 4:15p.m.)	S246.46 Hammerson Prop. Inv. & Dav. Corp. 149	Hostair, Savoy Hotel, W.C., 1200 London Atlantic Inv. Trost, S1 Waterloo Rond, S.E., 1230 Yute Catto, Great Eastorn Hotel, Liverpool Street, E.C., 12.00		
44	tracts, together worth over	to take two years to complete. Following demolition, the new	ment in Eldon Street in the City of London. The building	tishill, chairman, Board of Inland Revenue, and Sir Clive	Transport: Subject, Roads for the future; witness, Rt Hon	De A Ma	Street, E.C., 12.00 BOARD MEETINGS-		
	<u>£22m.</u>	building will be a steel-framed	will have a concrete frame, and	Whitmore, permanent secre- tary, Home Office (Room 16,	Paul Channon, MP, Transport	Narthorough Planta, 0.5p Offree Hidge, 7.5p Suter 6p, 7.5p	BOARD MEETINGE- Finalis: CH Indis.		
	The larger project, at £15m, is the construction of a six-sto-	stooe clad structure, with atrium and climbing lifts.	a stone and brick facade which replicates the original block.	4:30 p.m.) Environment: Subject, Con-	Secretary (Room 17, 4:15p.m.) Consolidation Bills: Subject,	UCL Group 20	ERIF IMP Ind.		
	rey office complex in London's West Eod for The Wardour	For Norwich Union Pensions Management the company is	Construction has started and will take 96 weeks to complete.	taminated land; witness, McKenna and Company (Room	Statute law (repeals) Bill and Draft Limitation Northern	TOMORROW COMPANY MEETINGS- English National Inv. Co., 3 Finabury Ave-	Rommans Intl. Interior: Angla TV DYTOEND AND INTEREST PAYMENTS-		
				21, 5:15p.m.)	Ireland Order; witnesses, Frank Streeton, Law Commis-	Expline National Inv. Co., 3 Finatury Ave- nue, E.C., 12.00 London & Oversess Freighters, Waldorf Hotel, Aldwych, W.C., 11.30	BNH Group 8% Eds. 1890 4pc.		
	±20m orders	won by Willn	nott Dixon	Commons: Self-Governing	slon; Ralph Erskine, Parlia- mentary Draughtsmen's Office,	Holel, Aldwych, W.C., 11.30 Runchmen (Welter), 52 Leadenhell Street, E.C., 12.00 Seme Group, 22 Long Acre, W.C., 10.00	Banda John Color Bayer AG DM12 Gadek (Melaysia) Berhad 15een. Grampian TV NV A 2.4p		
1111	Contracts awarded to	ments. The contract is worth	Norfolk District Council nt	Schools (Scotland) Bill, remain- ing stages. Motion on immigra-	Stormont. (Room 4, 4:30p.m.) Social Services: Snbject,	E.C., T2.00 Secta, Group, 22 Long Acre, W.C., 10.00 Soversign OH & Gas, Baltic Exchange, 14-20 St. Mary Arm, E.C., 10.30 Third Mile Inv., The institute of Chartered Third Mile Inv., The institute of Chartered	Hadiburton Co. 2000-		
	companies in the WILLMOTT DIXON BUILDING group total	about £1.9m. Willmott Diron Housing	Cromer, and a £927,000 project for Harteagle for the construc-	tion rules changes Lords Licen- sing (Amendment) Bill, third	Spending on Social Security; witness, Judge John Byrt, Pres-	Moorgete Piace, EC., 12.00	London & Prov. Shop Cantree Hoge, How fat Mig. Deb. 2026 Spc. Do, New 10% Isl Mig. Deb. 2025 4.8027pc. London & Scottish Marine ON 10 % % Deb.		
	almost £20m. Eleven contracts have been	Willmott Dixon Housing, also of Shefford, has two con-	tion of a four-storey block of 25 flats, with a two-storey car	reading. Schizophrenia After-	ident, Social Security Appeals Tribunals (Room 21, 4:30p.m.)	BLOWED MEEL INVOIS- Finale. Blanta Lelecro Civitate Continuous Stationery England (J.) GB	London & Scottish Marine Oli 10% % Deb. 2008 5.1575pc. Renalasance Hidge. 2.1p		
REYCOAT and SIR	awarded to six of the Willmott Dixon companies. One of them,	tracts together valued at £4.7m. One, for Luton Borough Coun-	park, also in Cromer.	Care Bill, report. Control of Smoke Pollution Bill,	Treasury and Civil Service:	Continuous Stationery England (J.)	FRIDAY JUNE 23		
Started work on a	Willmott Dixon Construction, of Sbefford in Bedfordshire,	cil, is worth £2.4m, and is for 14 flats, 12 bungalows and 34 shel-	Hayes-based Willmott Dixon. Western is working on a con-	Bill: City of London (Various	Subject, Public spending and estimates; witnesses, Customs	Marichaeth Securities	COMPANY MEETINGS- French Connection, The Howard Hotel,		
fice block at 546 e, New York. The	has four contracts amounting to more than £7m. The largest.	tered units. The other, worth £1.3m, involves building 16 flats	tract for Royal Mail Parcels for a £2.4m regional consignment	Powers) (Room 6, 11:00a.m.)	and Excise, and Civil Service Commission. (Room 8, 4:30p.m.)	Mayer Int. NSM Onborne & Little Refinaçe Security	Temple Place, W.C., 11:40 Govert Oriental Inv. Trust, Shackleton House, 4 Battle Bridge Lane, S.E., 12,00 RT Capital Partners, The Royal Automo- bile Club, 59 Pall Mall, S.W., 12:00		
li provide 175,000 fice space and e	worth around £3.2m, involves a five-storey office block in	and nine houses for Circle 33 Housing Trust at Waltham For-	centre at Woking.	Commons: Debate on Opposi-	Procedure: Subject, Scrutiny of Euro Legislation; witness, Rt	Felinge Security Volec Wellman	HIT Capital Partners, the Hoyai Adome- bile Club, 59 Pail Mall, S.W., 12:00 Saltre Insurance Invs., 35 George Street,		
banking hall. The entire project is	Luton for Martin Brent Devel-	est.	Wilmott Dixon Design and Build of Cambridge has been	tion motion on Food Safety, research and the nation's	Hon Terence Higgins, MP (Room 18, 600p.m.)	Volas Weignan Weignan Lowel (Y. J.) Dividend and Interest Payments-	bile Club, 59 Pail Mail, 5.W., 1200 Salito Insuratore Inve., 35 George Street, Edinburgh, 12:00 BOARD MEETINGS- Finalic		
1. As the model	opments. The company has also started work on building	Willmott Dixon Anglia of Norwich has also started work	awarded a £1.4m contract for five retail warehouse units at	health. Local Government and Housing Bill, third reading.	Thursday	Dividend And Interest PAYMENT8- Cent's Milling Inds. 1.75p Earth Corp. 625a	Abartoyle Bulgin (A. F.)		
elevation to take	11 shops with offices in Wal- tbam Cross High Street for	on two new contracts. They are a £3.3m order to	the East Ipswich Retail Park by the Churchmanor Property	Ways and Means resolutions on the Finance Bill. Motions on	Commons:Until .7p.m. motion on Northern Ireland Act, 1974	Dividiged Joint and an and a state of the second state of the seco	Electric & General Kewili Systems Marting Inds.		
of the site which frootages to both	Audit & Geoeral Develop-	build a civic centre for North	Company,	Scottish Social Security and Community Charge regula-	(intarim period extension) order. Motion on appropriation	Do. 5% Perp. Deb. 2.5pc. Do. 7% Deb. 87/89 3.5pc. Do. 7% Deb. 91/93 3.575p.	laterima: Ektridge Pope		
e and 45th Street. se to the Rocke-	Leisura contr	e at Thomas	Cook's HO	tions. Lords: Debate on Hong Kong.	(No 2) Northern Ireland Order.	Do. 5% Deb. 91/93 4pc. Do. 10% Deb. 92/94 Spc.	Eurocopy New Zealand Inv. Trast Dividend AND INTEREST PAYMENTS-		
re complex and minotes walk of		c at 1 nomas	YILS THE	Debate on child care facilities	Lords: Social Security Bill, committee. Hearing Aid Coun-	Do. 10 <sup>1</sup> 2 % Deb. 04/96 5.25pc. Keppel Corp. 850.06 Koree Exchange Bank Fig. Rate No. 1995	Anglo American Goal Corp. 205cts. Associated-Henriques 1.75p Black & Decker Corp. 10cts.		
expect that the	TARMAC CONSTRUCTION has started building a £3.5m leisure	UK or overseas. Ian Thompson, former Euro-	Work has started and is sched- uled for completion at the end	and care of the elderly. Select committees: Foreign	cil (Amendment) Bill and Inter- national Parliamentary Organi-	C169.35 Limbed inc. Scis. M & G American Recovery Fd. 0.66p	Caparo Inda. 1.2p Green (James) 9.3125p		
l) attract profes- and international	centre at the Peterhorongh headquarters of the Thomas	pean and Commonwealth mar- athon gold medallist, is over-	of the year,	affairs: Subject, Operation of the single act; witness, Mrs	sations (Registration) Bill, committee.	Na. 2009 \$2551.74	Max, 3.50 Do. 8 4.9% (Fmly, 7%) Max, 2.450		
banking hall will by Seamans Bank	Cook Group. Work on the proj- ect, at Thorpe Wood, is sched-	seeing the leisure centre's construction and will become	Further projects include fit- ting ont a store at Crown Point	Lynda Chalker, MP, Minister of State for Foreign and Common-	Committee on Private Bill:City of London (varions powers)	Fliggs National Corp. Flig. Rate Sub. Ms.	Do. C 3.5% (Pmly. 5%) Mag. 1.75p Do. 3.5% (Pmly. 5%) Pri 175p Do. 4.9% (Pmly. 6%) Red. Pri. 8590 2.1p		
s. The marble er will contain a	uled for completion next sum-	the manager. Other contracts, worth more	Retail Park, Leeds, for Chil- drens World (1971,000); and	wealth Affairs. (Room 15, 10:30a.m.)	(Room 6, 10:30a.m.)	Systems Reflability Hidgs. 1p Talwan Power Co., Fing. Rate Nrs. 1992 \$498-24	Do, 5.8% (Fmly, 8%) Fied, Pri, 92/04 2.5p Hatfield Estatus 1.25p Hawthorn Lessie Group 0.2p		
e. The project is to in the summer of	The centre will have a 25-me- tre pool, training pool, jacuzzi,	than flom, have been awarded. They include an office block at	two-storey offices at Sonth- mead Hospital, Bristol, for	Trade and Industry: Subject, Co-Com: witness, Dr Stephen	Friday Commons: Private members'	WEDNESDAY JUNE 21 COMPANY MEETINGS- Attled Insurance Brokens Group, The Stock	Hercules Sicts. Hot (Joseph) 17p		
	sauna, badminton courts, gym- naslum, tennis and squash	Mitcham, Surrey, for Urban	Sonthmead Health Authority (£788,000).	Bryen (Room 21, 10:45a.m.) Treasury and Civil Service:	motions.Lords; Electricity Bill, committee,	Exchange, Threadneedle Street, E.C., 10.00	National & Provincial Bidg. Soc. Fing. Rate		
	courts, together with e recre-	Land (£2m); altering and refur- bishing premises at Sheffield, for Midland Bonk (21 and and	Orders awarded to the com-	Subject, Developments in the		Tanwards, Stella, 12.00 Grampion TV, Queens Cross, Aberdeon, 12.00 History Riddelay, Jan On The Park Hamil-	Portamouth Water Co. 3.6% (Fmly 5%) 1.75p Quicks Group 3.6p		
t B&Q	ational area, including bar and refreshment facilities. The	for Midland Bank (£14m); and refurbishing a mill at Lancas-	pany's contract housing divi- sion, include work on local	Business and manag	gement conferences	12:00 Hawkar Siddatey, Irin On The Perk, Hamil- Ion Piace, Park Lane, W. 12:00 Persnabe, 125 High Holloom, W.G., 12:00 Ward Willia, Waldorf Hota, Aldwych, W.G.,	Rand Mines Props, 40cts. Scandingvian Finance BV Fing. Rate Sar.		
entre	project includes a day nursery for children aged up to five,	ter, for Lancashire Enterprises (White Cross) (£620,000).	authority homes at Dewsbury (£1.7m); Seaforth, Merseyside	Jone 19-21 Semiconductor Equipment and	June 26-27 Financial Times Conferences:	BOARD MEETINGS-	Thip Advertising Hoge, 1.5p Tripple Harris 3.2cts,		
hton	and an on-site dormitory block for employees visiting the	Alterations and extensions at Thame, Oxfordshire, for Ley-	(£1m); St Helen's (£1.9m); Taun- ton (£1.4m); and Glossop, Der-	Materials International's indus- try forecast conference (01-353	The publishing industry in the 90's (01-925 2323)	Fionie: Booth Inde. Brookmount	Wobb (Joseph) 8% Mrg, Deb, 65/90 4cc. SATURDAY JUNE 24 DIVIDEND AND INTEREST PAYMENTS-		
ON GROUP has	beadquarters from around the	land Daf, are worth £2.4m.	byshire (£l.2m).	8807) Rotel Martinez, Cannes	Hotel Inter-Continental, London	Charter Cons. Broath Mountview Extense	Manchester Corp. 3% Ped. Corn. 1926 (or after) 1.5pc.		
h over film. At company is con-	<b>Replacing</b> an	18th century	building	June 19-21 The Economist: Making and	June 27	Sountronic Zambia Cons, Copper Mines Intertrac	Do. 4% Const. Hrd. 2pc, Metropolitan Weber Kent Weber Works 3% Deb, 1.5pc.		
complex to be	WALTER LILLEY & CO has	during World War 2 and was	month. During the next few	managing change and innova-	CBI/Devlin & Partners: Total quality: Fact of fiction? (01-379	Horaw (Robert) Lee (Arthur) DIVIDEND AND INTEREST PAYMENTS-	SUNDAY JUNE 25 DIVIDEND AND INTEREST PAYMENTS- General Electric Co. 41cb.		
UK, The contract o retail buildings	been awarded a £4m contract to rebuild 8-11 The Crescent,	rebuilt during the 1950s.	weeks demolition will stop to . enable archeologists to exca-	tion (01-839 7000) Grand Hotel Saltsjobaden,	7400) Centre Point, London	Abbey National Bidg. 300. Hig. Rate Nts.			
loor area of 70,000 00 sq ft open-air	London, EC3, for Arundell House (City).	The contract involves demo- lition, followed by the erection	vate close to the Roman wall, at the rear of the site.	near Stockholm	June 27 Oracle Business Information:	ſ			
e, a service yard, and 294-space cus-	Built by the architect George	of offices which, the company says, will reflect the elegance	The five-storey development	The Association of Corporate Treasurers: Two-day confer-	The practical implications of running PEPS (01-727 3503)	FINANCIAL TIME	ES CONFERENCES		
rk, and widening 7 Lewes road. In	Dance in the 18th century, The Crescent was badly damaged	of their surroundings.	offices and is scheduled for	ence and exhibition on infor- mation technology and the	Portman Hotel, London June 29	THE PUBLISHING INDUST			
rs Arms area of ndon, Gleeson is				treasurer (01-936 2354) Novotei London	Tolley Conferences: Tax plan- ning for marriage and mar-	London, 26 & 27 June 198			
ix single-storey its, together with	More office	blocks in City	of London	June 22-23 British Research International:	riage breakdown (01-680 5682) London Press Centre		proposing to arrenge a		
ey office blocks, ouse Estates. The	MCLAUGHLIN & HARVEY has	concrete piled foundations. The		Crisis facing the multilateral leoding institutions in the	June 29 Confederation of British Indus-		to look et the growing publishing industry end the		
Loc Dolduce. The	secured a total of \$27m in con-	office gross and air soudificand	40 Cortor Long Tandam Anal		CONTRACTOR OF TATMON HARDS.	I I TIME I THE THE THE WEIT WE SITE			

10

CRE Hi-Spec Hi-Tecl CRENDON ST Long Crendo

Tel: Long Cre Fax: (0844) 2 New

# office



LYNTON, GR. ROBERT M SONS, have 22-storey off Fifth Avenue building will sq ft of offi ground floor cost of the abont \$75m sbows, the b a glass-clad advantage of benefits from **Fiftb** Avenne Located clos feller Centr within a few Grand Centr developers e building will sional firms a banks. The b be occupied b eotrance foye water feature. be completed 1990,

## Biggest superce at Brig

M J GLEESC orders worth Brighton the structing the Snperceotre built in the U comprises two with a total flo sq ft; a 10.00 garden centre access road, a tomer car par the main A27 the Bricklayer south-east Lon bnilding six single-storey industrial units, together with FINANCIAL TIMES MONDAY JUNE 19 1989

The second s

two two-storey office blocks, for Charterhouse Estates. The £4.8m development will pro-vide nearly 12,000 sq metres. For the London Borongh of Sutton, the company is under-taking a £3m contract for low-rise sheltered housing comprising 50 single-bedroom flats, two bungalows for disabled people, and two houses for wardens, as well as access roads and car parking spaces.

McLAUGHLIN & HARVEY has secured a total of £27m in construction contracts during May/June. The larger projects include the following. Work has started on an

eight-storey office at 4-7 Chi-swell Street, London, for Great Portland Estates, worth 28 Am, with a period oo site of 91 weeks. The huilding has a reinforced concrete frame and floors carried on reinforced

concrete piled foundations. The office areas are air conditioned. An office/retail development for Sun Life Properties at St Marks Hill, Surbiton, Surrey, is valued at 27.Im. The works comprise a four/five storey weeks. Construction is in reinforced concrete frame with flat floor and roof slabs, on a reinforced concrete raft. Elevabuilding with basement area. Upper floors are offices, with retail units and a public house on the ground floor. Completion is in 77 weeks. The off A contract from MEPC is for tioned.

**APPOINTMENTS** 

TRIPLEX

taxation at Foseco.

■ LADBROKE RACING.

betting shop arm of Ladbroke

of property director. He joins

from Unipart where he was

retail development director.

BEACON BROADCASTING

Group, has appointed Mr Chris Borkowski to the new post

tions are of cavity wall con-struction with a facing brick outer skin. Windows are dou-ble-glazed aluminium units. The office areas are air condi-

Crisis facing the multilateral leoding institutions in the 1990's : fact of fiction? (01-637 Cafe Royal, London June 23 Motor Transport: Setting up in Europe for transport operators. Establishing a base in main-land Europe by acquisition or merger (01-661 3327) Heatbrow Penta Hotel, Lon-don June 23 June 26-27 Financial Times Conferences: World Gold Conference (01-925 2323) Lugano Jane 26 ICC: Europe 1992 - The prop-erty investment market (01-222 7000) **Cavendish Conference Cen**tre, London

### **Trade Fairs and Exhibitions: UK**

July11

June 21-23	(04868 21231)
Personal Investment Market-	NEC. Birmingham
ing Show (01-948 5166)	July 16-20
NEC. Birmingham	Gift Fair (0282 867153)
June 30-July 2	Harrogate
Select Investment Show (06333	July 17-19
76626)	Mobile Satellite Communica-
Southampton	tions Exhibition (01-868 4466)
July 3-6	Queen Elizabeth II Confer-
	ence Centre, London
Royal Show (0203 696969) Kenilworth	July 20-23
July 4-6	Antiques and Fine Arts Fair
Fluid Power and Transmission	(061-832 6779)
Exhibition - FLUIDTRANS	G-Mex Centre, Manchester
(0923 226210)	July 25-80
Olympia	British Music Fair (01-730 7852)
July 11-18	Olympia
International Advanced Mate-	August 18-17
rial & Process Engineering	Gifts Fair (0473 622093)
Exhibition and Conference	Hove Town Hall
<b>Overseas Exhibitions</b>	
Tamo 10.00	June 27-29
June 19-23	International Express & Cou-
International Wine, Spirits &	international Express of Cold-
Equipment Exhibition	
	rier Services Exhibition and
- VINITECH-VINEXPO	Conference (0420 87303)
(01-225 5566)	Conference (0420 87303) Brussels
	Conference (0420 87303) Brussels July 6-8
(01-225 5566)	Conference (0420 87303) Brussels July 6-8 International Professional
(01-225 5566) Bordeaux	Conference (0420 87303) Brussels July 6-8 International Professional Broadcasting Recording Public
(01-225 5566) Bordeaux June 20-25	Conference (0420 87303) Brussels July 6-8 International Professional Broedcasting Recording Public Address Exhibition - PRO
(01-225 5566) Bordeaux June 20-25 International Building and Construction Exhibition	Conference (0420 87303) Brussels July 6-8 International Professional Broedcasting Recording Public Address Exhibition - PRO
(01-225 5566) June 20-25 International Building and Construction Exhibition (045382 8989)	Conference (0420 87303) Brussels July 6-8 International Professional Broadcasting Recording Public
(01-225 5566) June 20-25 International Building and Construction Exhibition (045382 8989) Beijing	Conference (0420 87303) Brussels July 6-8 International Professional Broadcasting Recording Public Address Exhibition - PRO AUDIOASIA (0494 729406) Hong Kong
(01-225 5566) June 20-25 International Building and Construction Exhibition (045382 8989) Beijing June 25-28	Conference (0420 87303) Brussels July 6-8 International Professional Broadcasting Recording Public Address Exhibition - PRO AUDIOASIA (0494 729406) Hong Kong July 18-19
(01-225 5566) June 20-25 International Building and Construction Exhibition (045382 8989) Beijing June 25-28 International Fancy Food and	Conference (0420 87303) Brussels July 6-8 International Professional Broadcasting Recording Public Address Exhibition - PRO AUDIOASIA (0494 729406) Hong Kong July 18-19 Cologne Fashion Fairs - inter-
(01-225 5566) June 20-25 International Building and Construction Exhibition (045382 8989) Beijing June 25-28 International Fancy Food and Confection Show (01-940 3777)	Conference (0420 87303) Brussels July 6-8 International Professional Broadcasting Recording Public Address Exhibition - PRO AUDIOASIA (0494 729406) Hong Kong July 18-19 Cologne Fashion Fairs - inter- national Trend Show (01-930
(01-225 5566) June 20-25 International Building and Construction Exhibition (045382 8989) Beijing June 25-28 International Fancy Food and Confection Show (01-940 3777) Atlantz	Conference (0420 87303) Brussels July 6-8 International Professional Broadcasting Recording Public Address Exhibition - PRO AUDIOASIA (0494 729406) Hong Kong July 18-19 Cologne Fashion Fairs - inter- national Trend Show (01-930 7251)
(01-225 5566) June 20-25 International Building and Construction Exhibition (045382 8989) Beijing June 25-28 International Fancy Food and Confection Show (01-940 3777)	Conference (0420 87303) Brussels July 6-8 International Professional Broadcasting Recording Public Address Exhibition - PRO AUDIOASIA (0494 729406) Hong Kong July 18-19 Cologne Fashion Fairs - inter- national Trend Show (01-930

June 29 Confederation of British Indus internationalisation of the publishing industry end the prospects for newspapers, megazines end books, both in the UK and abroad. Undar the chairmanship of Sir try annual conference (01-379 7400) Centre Point, London Richard Storey and Sir Frank Rogers, speakers leading July 3-4 the debate include: Peter Davis of Raed International; Financial Times Conferences: The outlook for European pet-rochemicals (01-925 2328)

Telecommunications and the

European business market (01-925 2328)

Hawksmere: Insolvency and

the courts - insolvency and inspired litigation (01-824 8257) Cavendish Conference Cen-

tre, London

Bangkok

International Furniture Fair &

Furniture Supplies Exhibition (0494 729406)

Hotel Inter-Continental,

Yves Sabouret of Hachette; Ralph Ingersoli, Chairman of ingersoli Publicatione; Rolf Paltzer, Managing Director of G & J of tha. UK and Michaal Turner, Senior Hotel Inter-Continental, Vice President of Thomaon Information Services. London July 10-11 Financial Times Conferences:

THE OUTLOOK FOR EUROPEAN PETROCHEMICALS London, 3 & 4 July 1989

The recovery of European petrochamicals has been Impressive. This confarence, the first ever haid buy the FT on this Important Industry, is designed to examine the prospects of the business over the first half of the naxt decada. Tha Singla European Merkat will ba eignificant. The environmant raises issues with the Commission as well es with mamber governmants and Brussels is active in the pursuit of open and fair markets.

Among the speakers who heve already agreed to participate are John Hollowey of Exxon Chamical Ltd; Evert Henkes of Shell UK Ltd; Hilltra Tendy of World Petrochamicals Analysis; Charles Brown of Goldman Sachs Ltd; Peter Gaffney of Gaffney, Clina & Associates Ltd. The President of Opec, HE Alhaji Rilwanu Lukman, Nigerien Oli Minister, has accepted tha invitation to speak on oil and gas prices and tha Vice Chairman of SABIC, Ibrahim Ibn Abdultah Ibn Salemah, will give e paper on Saudi plans for tha petrochemicela buainess.

TELECOMMUNICATIONS AND THE EUROPEAN **BUSINESS MARKET** London, 10 & 11 July 1989

With the mounting demands of corporate users for the rapid interchange of both data and voice traffic, the focus of the telecommunications Industry is switching increasingly towards consumare. This transition is being influenced by the approach of 1992 and a recognition of the critical role of telecommunicationa in a eingla European market, as well as tha international trend towards deregulation and continuing advances in technological Innovation.

This Financiel Times conference will provide a vital opportunity for manufacturars, network operetors, service auppliers and users to come together to debate the important issues and to axamine the development of some of the new aervices which are likely to have e profound influence on the future of the industry.

All enquiries should be addressed to: Financial Times Conference Organisation, Tel: 27347 FT CONF G Fax: 01-925 2125

I.G INDEX LTD, 9-11 GROSVENOR GARDENS, LONDON SW1W OBD 🕖 Tel: 01-828 7233/5699 An AFBD member Reuters Code: IGIN, IGIO FT 30 FTSE 100 WALL STREET Jun. 1767/1776 +18 Jun. 2138/2148 +20 Jul. 2486/2498 N/C Sep. 1805/1814 +22 Sep. 2184/2194 +24 Sep. 2506/2518 +3 N/C Prices taken at 5pm and change is from previous close at 9pm

THE BRAIN CAN ONLY ABSORB **Director of** WHAT THE BOTTOM CAN ENDURE.

There are ways to keep the mind octive and the posterior still during slide prasentotions.

Use colour. Use graphics. Use House stylas. Use headlines, in fact; use us.

Coll The Presentation Company on 01-S31 3630 ond we'll exploin the onotomy of a presentation in detail.

Or write to: The Prasantotion Company, 55 Hotton Gorden, London ECIN 8HP

## Take the anxiety out of urgent appointments

Key appointments should never be rushed. Our comprehensive register of high calibre, experienced and highly motivated executives provides the right person to give you breathing space to make the right appointment. Contact Derek Wallington on 01-867 6737.

凶 **Arthur Young** 

A MEMBER OF ARTHUR YOUNG INTERNATIONAL

i.

Annur Young, 7 Rots Buildings, Feiter Lane, London EC4A (NHL

Mr Bob Kay has been appointed director of ALCAN OFFSHORE, a British Alcan subsidiary which markets aluminium materials for use in structures for the offshore oil and gas industry. He was managing director of British Alcan Building Products.

Alcan

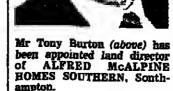
Offshore

Mr Peter A. English, formerly deputy chairman of Carter, Wilkes and Fane, has been appointed to the board of R.K. CARVILL & CO.

WINDOW WARE, a Thurgar Bardex company, has appointed Mr Tony Addams as managing director. He was a director with Christian Salvesen.







taking over from Mr Vic Wright who has been appointed to the new post of sales development director.

& COMMUNICATIONS has appointed Lord Bradford as deputy chairman. He is a director and major shareholder, and was instrumental in the company's recent management buy-out. EMI RECORDS has appointed Ms Margaret Poulton as chief accountant from July 1. She was financial

LLOYD

appointed Mr John Foley (above) as finance director. He

was director of treasury and

bas

controller of EMI Music. ■ Former Volvo Trucks (GB) marketing manager, Mr Sandy Young, has joined AWD TRUCKS as UK sales director,

Computer Assisted Radiology international Symposium and Specialist Exhibition (01-920 7251) Berlin

Anyone wishing to attend any of the above events is advised to telephone the organisers to ensure that there have been no changes to the details published

# **FINANCIAL TIMES**



Hard times have come to the Caribbean in the last decade, but the island of Barbados.

unlike some of its neighbours, has weathered the economic storms. It succeeds by dint of a skilfully preserved political consensus, as Andrew Marshall reports here.

# A careful balancing act

WATCHING a cricket match, or lunching in the quiet coolness of the 120-year-old Bridge-town Club, decked out with fading photographs of Victo-rian and Edwardian England, it is easy to see in Barbados the continuity of habits and values from a British colonial society to a modern, successful state

The island stands apart from the rest of the Caribbean, Geographically, It is the eastern-most of the islands, set some 100 miles out into the Atlantic from the gentle curve of the Lesser Antilles. Culturally, too, it is more conservative than its neighbours, and It is proud to call itself "Little England."

Economically, it also has claims to eingularity. Unlike some of its neighbours, Barba-dos has weathered the economic storms that have bit the Caribbean in the last decade. It has grown steadily - if unexcitingly - for the last 7 years at an average rate of 2.6 per cent. Real growth this year is expected to be around 2.5 per cent, with inflation rising slightly to about 5.5 per cent by year-end.

A Bajan might explain the island's singularity in terms of its motto; Pride and Industry, But It is more than a question of attitude. Stability, economic

and social, is the product of a careful halancing act, which succeeds by dint of a skilfully between any of the three parties. Nor is there much dispute between the parties about the most immediate problem fac-ing the Island: agriculture. For most of its history, the preserved political consensus. Though there are difference of emphasis between the island's political parties, each relies on development planhealth or sickness of the island's economy could be read ning, implemented through a compact between the public off from a sugar price graph. Fields of waving sugar cane still dominate the landscape, and private sectors. It is rare for changes of government to produce jarring movements in though increasingly Barbedi-ans prefer a collar-and-tie joh in a chilled office to sweating in the fields: the returns are policy.

The island has had many political parties in the 350 years of its Parliamentary sys-tem, from the Salmagundi and Pumpkins of the nineteenth better, and the prospects seem more attractive. The fundamental problems century to the three repre-sented in today's House of Aesembly: the Barhados Labour Party, led by Henry Forde; the ruling Democratic Labour Party,led by Prime Minister Erskine Sandiford, of the industry have come to roost this year, and the harvest was probebly the lowest on The sugar industry's prob-lems have been mitigated by increasing revenues from tour-ism. Tourism now accounts for which arose out of a split in the DLP in 1955, and the New ism. Tourism now accounts for about 14 per cent of real GDP, compared to 9 per cent in 1970; hy contrast, sugar has fallen from 9.2 per cent to 3.9 per cent over the same period. Last year, for the first time, tourist period, more decode and

Democratic Party, led hy Dr Richard Haynes, which arose out of a split in the DLP in There is considerable acrimony between Mr Haynes and Mr Sandiford, centring on economic policy, in particular the question of taxation. But the outside observer would be hard pressed to insert a cigarette paper into the ideological gap The 'Careenage.' a busy harbour area for small vessels plying

plain of the West, where the the Caribhean laps somno-lently against the strand, to the under-developed east coast, where the Atlantic crashes onto deserted stretches of of the rugged hills of the Scot-land district.

Bat judging by the rows of sizzling bodies, coated in local-ly-grown aloe vera or some other concoction bottled in the

Like all small economies, Barbados

is highly vulnerable to external shocks

chemical factories of Europe, sunshine is Barbados' most valnable resource. Tourists lounge beneath the palm trees, sipping the excellent locallybrewed Banks' beer, and rarely venturing much beyond the hotel lobby.

Tourism has led to uneven development of the island; it is also a fickle friend, dependent as it is on so many exogepous arrivals were over 450,000, and the Government confidently predicts an increase to 485,000 factors. The island's economy this year, Barbados is a pretty island, with a variety of landscapes – stretching from the flat coastal has leant too much on the sector for the last few years, and it may not be strong enough to bear the weight.

But attempts to develop a sound manufacturing sector to balance out the swings and roundahouts of tourism and sugar have a chequered his-tory. There hes been some revival of activity, after the shock caused when intel, the US computer manufacturer closed its plant, the largest manufacturing enterprise in the island, in 1986, with the loss of 950 jobs. Bnt manufac-turing is still in the doldrums, and the former Intel plant is being converted into a shopping mall.

Barhados is too small to make anything but export-based industry feasible, and yet with high labour costs, and an exchange rate that is pegged at two Barbadian dollars to the US unit, its regional competitiveness is severely hampered. Three of the island's trading partners in the Caribbean – Jamaica, Guyana, and Trinidad and Tobago – have devalued their currencies

in the last year. Barbados was advised to do the same thing in 1967 hy the World Bank, hut turned down the proposal. Can Barhados maintain its balancing act? Some Barbadian economists believe that, like a bicycle, the economy can only remain upright if it keeps going forward, and that the

momentum has been lost. The key long-term problem is competitiveness. If Barbados does not want to be e low-wage exporter of low-value-added products, then it must improve its marketing, investment and quality, and further explore the export of services to neighbouring islands. Preserving the political con-

sensus that has underpinned economic success may also be tricky in the years ahead. Barhedos has seen remarkable social progress since the war, with the expansion of the fran-chise, full internal self-govern-ment, and a very high level of social services and education. Some Bajans feel It is now time for a change of agenda, and that the social progress of the post-war era must be reas-

One eign of this is the renewed debate about race and class in the island. Dr Hilary Beckles, an economic historian at the University of the West Indies, has written at length in the island's newspapers about the domination of the Island's economy hy white Barbadians, at the expense of hlack Barbadians. He argues that the Government must use its position to widen ownership and reverse the power of the entrenched white business Barbados is a conservative

ace, and though Dr Beckles' language views are far from radical, he has attracted a lot of outspoken criticism – as well as some support from the

All of the political parties believe that an expansion in ownership and a broader eco-nomic base is necessary. The decline of agriculture and the expansion of small manufacturing are also changing the social makeup of the island. It is a question of how this

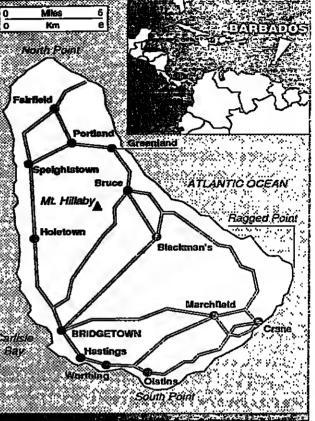
change is maneged - through government action, or the mar-

Change may be forced on Barbados from outside. If there are black clouds in the bright hlue skies, they are on the international horizon. Barha-dos is an island only in the geographical sense - cultur-ally, economically and socially, it is subject to forces beyond Bridgetown's control.

Like all small economies, Barbados is highly vulnerable to external shocks, particularly Continued on page 3

	KEY F	ACTS
	<ul> <li>Area: 430 sq km.</li> <li>Population: 1965 (est) 253,013.</li> <li>Head of State: Oueen Elizabeth.</li> <li>Head of Government: Lloyd Erskine Sandiford.</li> <li>Labour force: 121,200</li> <li>Capitai: Bridgetown, (population, 95,000).</li> <li>Average annuel population growth rate: 0.4%, with urban population growing by 1.4% and rural population felling by 0.4%.</li> <li>Reat GDP growth: 2.5%,</li> <li>(regional comparisons: Jamaica 3.5%, Guyana - 3.0%, Trinided and Tobago - 3.8%; Grenada - 5.0%)"</li> <li>Average exchange rate: US\$1 = B\$2, (pegged to US\$, since 1977); C1 = B\$3,563"</li> <li>Inflation: 1988, 4.8%; 1987, 3.4%</li> <li>GDP per capita: US\$5,795 (regional comparisons: Jamaica US\$1,189; Trinidad and Tobago \$3,688, Grenada, US\$1,392)**</li> </ul>	Distrib 20.1°°; b tourism, governm agricultu Currer - US\$1m Disport Main d 1967, US, Main e 27.6%, C Main e electrical 12.5°°; ci Touris Disgar S67.2m <sup>1</sup> Resen Jan.1988 Unemp Life ez

# Imports: US\$581.9m\* Main destinction of exports 67, US, 27 6%; Caricom. 23.8% Main source of imports: US, 5%, Caricom 13.8%\*\* Mein exports: sugar, 23.9%; Mein exports: sugar, 23.9%; ectrical goods, 17.6%; clothing, 1.5%; chemical9, 11.8%, Tourist arrivals: 451,485 Tourist arrivals: 451,485 Tourisi expanditure: B\$918.5m\* Sugar axports: 67,900 tonnes, 67.2m\* Reserves: Jan.1989, US\$145.6; In.1988, US\$152.7 Unemployment: Q4,1988, 18.7 Life expectancy: 69.8 years. iguras for 1988:\*\*1967 ATLANTIC OCEAN



# Carlisie Bay

Distribution of GDP: commerce, 1°s; business services, 17.1%; irism. 14%; transport, 7.4%; vernment, 13.4%; uculture. 7.5%. Current account balance: US\$1m\* Exports: USS174.5m

11

CONTRACTOR DATE OF THE STREET

As I begin my third year as Prime Minister agriculture, tourism and manufacturing, the unchanged at 18.6 per cent

Prospecte



# **MESSAGE FROM** The Rt. Honourable L. ERSKINE SANDIFORD PRIME MINISTER **OF BARBADOS**



and Minister of Finance and Economic Affairs, I am delighted to participate in this survey of Barbados which is timed to coincide with the 350th anniversary of the establishment of our Parliament. Since 1639 Barbados has enjoyed partiamentary government even when the Mother of Parliaments was suspended. The strength and depth of our traditions confirm my faith in parliamentary democracy as the system of government best suited to satisfy the aspirations of the citizens of Barbados.

The objectives which my Government has set for Barbados are the attainment of the highest possible rate of economic growth in the prevailing circumstances, stable prices, a sustainable balance of payments position, adequate employment opportunities for citizens seeking work, a reasonable and just distribution of incomes, and the maintenance and enhancement of basic human needs to ensure that all individuals and groups in our nation, especially the disadvantaged and the vulnerable, are protected. My Government seeks to achieve these objectives by medium-term planning and careful short-term management of the economy which consolidate the gains we have made through many years of toil.

#### The Development Plan, 1988-1993

The Development Plan, 1988-1993, published by the Government at the end of 1988, provides the medium-term framework within which social and economic development will take place. It is people-centred and is structured on the premise that development and growth must go together and that development must be focused on people's hopes and aspirations for improvement in the quality of their lives and, on the reconciliation of material and spiritual well-being.

My Government's overall policy of economic and social development will therefore seek to:

create conditions for sustained economic growth, and high levels of employment, by maintaining a stable economic environment;

provide equal opportunity for all; and

maintain levels of output adequate to meet the population's basic needs.

Sustained economic growth in Barbados has to be export-led. Government has therefore

main foreign exchange earning sectors. These studies are intended to identify opportunities for growth in the productive sectors, to provide proposals designed to enhance competitiveness and remove any impediments to growth.

ADVERTISEMENT

My Government remains conscious that economic growth and social development cannot be achieved without the full and active participation and co-operation of the private sector. The policies and practices of the Government are therefore designed to maintain the most favourable environment for private sector investment. I have also established a formal consultative process, the Economic Consultative Council with representation from labour and the business sector to provide continuous and frequent dialogue between the Government and the private sector.

It is against the background of the economic and social policies enunciated in the Development Plan, 1988-1993 that my recent Financial Statement and Budgetary Proposals were laid in Parliament.

The Financial Statement and Budgetary Proposals for the fiscal year 1989/90 introduced measures designed to: reduce the fiscal deficit;

restore confidence in the agricultural sector:

provide support for the manufacturing sector with special reference to export marketing;

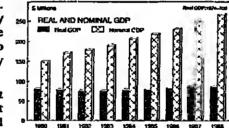
maintain support to the tourism sector for the refurbishment and upgrading of plant and facilities:

strengthen Barbados's competitive positon as a centre for international business services; and strengthen the Barbados Development

Bank, the premier development lending institution in Barbados,

#### Recent Economic Performance

Real gross domestic product grew hy 3.5 per cent in 1988 following the 2.6 per cent growth in 1987. The main sectors' contribution to this economic expansion were tourism, which grew by 13.9 per cent in 1987 and 10.5 per cent in 1988; construction, which grew by 6.0 per cent in 1987 and 8.9 per cent in 1988; and manufacturing, which grew by 6.8 per cent in 1988 after the fall in output in the previous year. Inflation remained moderate at 4.8 per commissioned comprehensive studies of cent and unemployment remained virtually

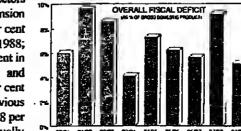


The overall balance of payments surplus of \$70.0 million in 1988 was almost double that of 1987 mainly as a result of a sharp increase in Service Sector carnings. Visible exports in 1988 rose by 13.1 per cent to \$242.7 million; imports also increased to meet the higher demand for raw materials in the manufacturing sector, for building materials in construction and for capital goods. Although the balance on visible trade was wider in 1988, the deficit on the current account was almost completely eliminated due to the strong increase in tourist earnings and earnings from other services.

The current account deficit declined from \$107.0 million in 1987 to just \$1.0 million in 1988. As a result of the strong current account outturn Government was able to limit its borrowing from the capital market to a five billion Japanese yen bond with a ten year maturity and at an interest rate of 6.8 per cent. After repayments to the International Monetary Fund, the foreign exchange reserves rose by \$50.0 million.

Government's medium-term objective is to reduce the overall fiscal deficit to between three and five per cent of gross domestic product. By the end of fiscal year 1988/89 the overall fiscal deficit was 4.6 per cent of gross domestic product, compared with 9.0 per cent at the end of fiscal year 1987/88. The strenuous efforts to control current and capital expenditure during the year met with some success and revenue also responded to the new measures introduced in the 1988/89 financial year.

Revenue rose by 21.2 per cent and capital and current expenditure rose by 4.5 per cent and 11.4 per cent, respectively.



In 1989 the Barbados economy is expected to grow by at least 2.0 per cent with tourism again leading the expansion. The manufacturing sector is also expected to grow but at a lower rate than in 1988 since demand in the CARICOM market is unlikely to be as strong as it was a year ago and because of the difficulties in penetrating extra-regional markets. Construction and distribution will also make modest contributions to real growth in 1989, however, since these sectors are foreign exchange users, any rapid expansion must be well modulated so as not to bring the balance of payments under pressure. Agricultural output this year is again expected to decline if confidence in the sector continues to be eroded. But in the mining and quarrying industry, output should recover as crude oil production is raised from the 1987 and 1988 levels.

Given the projected rate of real growth and given another year of moderate inflation at around five per cent, nominal GDP at factor cost will be just under \$3000 million in 1989 compared to \$2665.4 million in 1988.

At the end of the first quarter of 1989 the economy seemed well set to meet our expectations. Growth of the economy was about the same as in the first quarter of 1988. The winter tourist season was stronger than last year's and tourist arrivals were 3.3 per cent higher - some 124,067 visitors in 1989 compared to 120,061 in 1988. Manufacturing output elso increased and vigorous house building kept construction buoyant. The rate of increase in retail prices was stable, rising 4.9 per cent a year of the end of March compared to the 4.8 per cent increase at the end of December and at the end of March 1988,

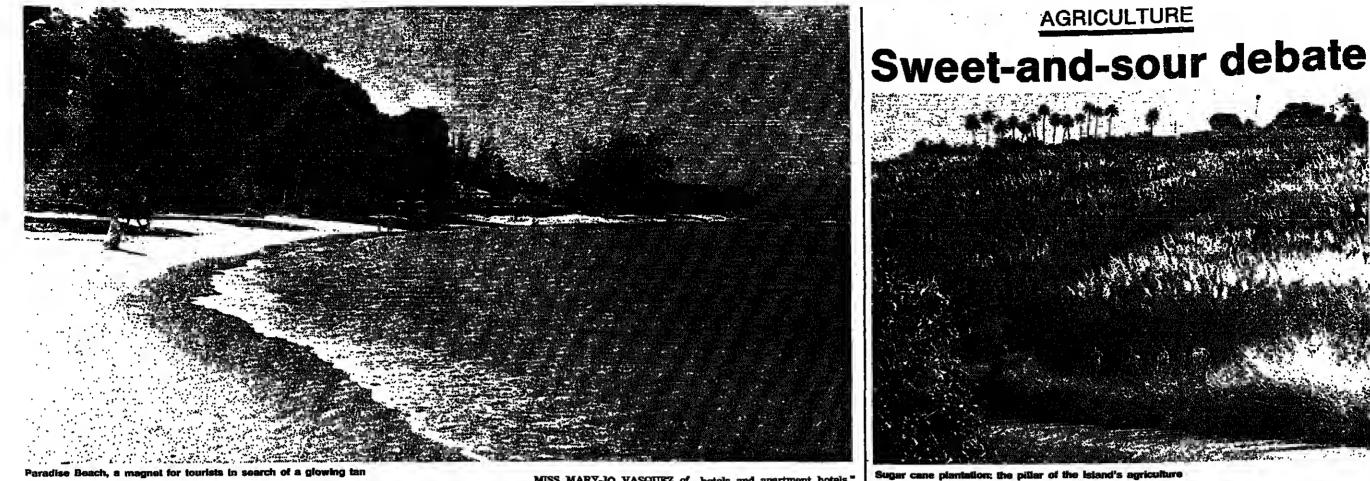
I remain optimistic, but cautious for the rest of 1989 and heve already taken steps in my Financial Statement and Budgetary Proposals to build on the improved fiscal and balance of payments position which Barbados enjoyed in 1988. I invite the international financial and business community to share in our stable political and economic environment as a base for international services or for direct foreign investment.



Government Headquarters Bridgetown, Barbados.

516





Canute James looks at future prospects for a

flourishing tourist industry

# Making the most of its place in the sun



MISS MARY-JO VASQUEZ of New York, in search of a tan, but confessing to be more burned and blistered, is on her fifth holiday in Barbados - "I will always come hack," she cent

will always come back," she says. "It may rain now and then, but who cares! This coun-try is quiet, clean and safe." The administrators of Barba-dos's tourism sector are likely to be pleased with Mrs Vas-quez's fidelity in their product. So also are those in charge of the island's finances. Tourism has become the fastest grow-ing. and now the most valu-

ing, and now the most valu-able, sector of the economy. But there is agreement that the industry, as it is in other parts of the Caribbean, is dan-gerously fickle, and subject to factors and market forces

hotels and apartment hotels," says Mrs Nehaul. "Wa want year-round tourism but occu-pancy levels at the lower end of the market have been poor." Occupancy levels are improving, she reports, and are now 68 per cent. The target is 75 per The hotels are better off for the improvement. At the end of 1988 the industry's indebted-ness to local banks was Bds5125.6m, Bds54.4m less than a way employ

a year earlier. The growth in tourism is the

result of intensive marketing of Barbados. Last year's budget for promoting the island as a resort was Bds\$18.4m (US\$9.2m). "It is not a lot of money," concedes Mrs Nehaul, "but we have done well in get-



tion, should we turn back the

tourists? We can do with more

tourists."

mportant to the island's econ-omy over the past decade. The sector's contribution to natinnal output fell from 7.6 per cent in 1981 to 5 per cent last year. Yet, for reasons not only economic, the island can ill afford the continuing dealing

AGRICULTURE, the backbone of Barbados's economy up to the 1950s, is in trouble, Falling

agreement among government and opposition politicians on

Agriculture has become less

important to the island's econ-

Cable: NATBANK Barbados

Telex: 2271 WB

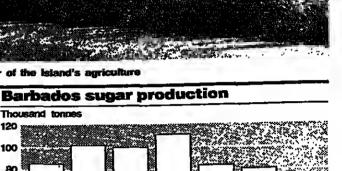
POL

24,23

ිරුද

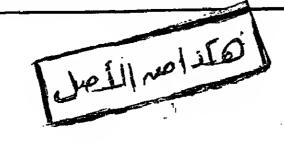
ές<sub>Ρ</sub>

Thousand tonne production, particularly in sugar, the major crop, has pro-voked arguments about bow best to get the sector back on its feet. There appears general what needs to be done. How to do it remains a point of some 1989 1987 1988



12

Telephone: (809) 436-6013/426-3844. • Fax: (809) 427-4719 • Telex: 2237 WB.



## **BARBADOS 3**

Canute James looks at the economy envied by neighbours

# Stable but also vulnerable

ALTHOUGH something of a fixture in many Caribbean countries, the currency arbitra-geur has no place in Barbados. He would have no market in an economy which has not shared the trauma of its neigh-bours with frequent changes in axchange rates, shortages of hard currency and vibrant parallel markets.

1

÷.

This reflects what Mr Erskine Sandiford, the prime minister and finance minister, describes as the "fiscal prudence" which has been common to the outlook of Barbados's leaders, in government and in the opposition. "Political parties may stress

different aspects of economic and social development, hut there is a hroad-based agreement that we do not pursue policies which might affect the overall objective of stability." the prime minister says.

Parallel markets develop when you have shortages, where yon do not have free movement of goods, where cur-rency is not readily available. We are a relatively open economy and we allow market forces to operate." This compact among the par-

ties may or may not be the cause of the stability that is characteristic of the island's economy. But it is likely that the performance and condition of the Barbadian economy is being envied by its more straited neighbours.

Growth for most of the past decade has been steady, hnt not spectacular, averaging 2.6 per cent between 1993 and 1987. Last year's expansion of 3.5 per cent was the sixth successive year of growth.

"Barbados is better managed than other conntries in the Caribbean, and our size helps," suggests Mr Harold Hoyte, managing director of the Nation, one of the island's two daily newspapers. "There is no room in Barbados for extremism. The political parties recog-nise the safety of the middle road. Barbados has few options and common sense has pre-

vailed in economic policies." Perhaps the one problem the island shares with its more hard-pressed neighbours is that the options are indeed few. The three pillars are tourism, agriculture and manufacturing. Government officials hope the small but growing offshore financial services sector will become a fourth.

But having little room to ill sector manoenvre, and even less for making errors, has not pre-

vented Barbados from pres ing an economic picture which, at least on the surface, appears very healthy. Most of the main indicators are pointing in the right direction. The deficit on the current account of the balance of payments moved from Bds\$107m

(US\$53.5m) in 1987 to Bds\$1m last year, the central bank reports. The fiscal deficit which was equivalent to 7.6 per cent of gross domestic product in 1987 was reduced to 4.2 per cent last year. Foreign deht obligations ate up almost 19 per cent of what was earned

**Balance of payments** 

60

20 1 32.23 -20

1983 84 85 86 87 88 Central Bank of Barbados

> 1987, but the ratio was reduced to 16 per cent in 1968. The central hank expects these improvements to con-

> may consider this enough to make tolerable other aspects of the economy which are not doing as well. Unemployment

concedes. "But it is not likely that we will face a crisis in the naar future, although we always watch international All this masks a creeping prinemon One of these international developmants is exchange rates. With the island's cur-

ing dependence on one sector. The growth last year was led by continuing improvement in the volume of tourist arrivals, and increased visitor expenditure. While manufacturing and construction also improved, it is on tourism that the forecasts of continued growth are predicated. Agriculture, mainly sugar, remains the chronically

"Agriculture has been a persistent state of decline," says Dr Richard Haynes, the opposi-tion leader. "Within the tour-ism sector there has been

growth in the European mar-ket but stagnation in the North American market. "Unless the prohlems in agriculture are resolved now, there is a major crisis ahead. The economy can be thrown into a tailspin by a 10 per cent decline in tourist arrivals. There is a danger of

overdependence on tourism." While admitting a possible danger in going overboard on tourism while other sectors lag, Mr Kurleigh King, the governor of the central hank.

#### **Real GDP** growth

Current account (US \$m)

5.0 3.0 20

Percent 1963 64 85 86 87 88

offers a much less pessimistic

projection. "Although it

from exports and tourism in

appears strong, our economy is still vulnerable," he says. "Wa do our best to juggle various tinue, and is projecting growth of between 2 per cent and 2.5 per cent this year. Barbadians situations and come out right. There is a problem now with agriculture, hut we are doing better with tourism. "There would be a disaster if

we have a bad year in tourism before agriculture can be improved, the bank governor stands stuhhornly at 18 per cent while inflation last year was 4.8 per cent, against 3.4 per cent in 1987.

danger for the economy. Scratch the snrface, and it appears to be becoming dangerously lopsided with increasrency pegged to the US dollar, a holiday in Barbados has become a bargain for Europe-ans. The dollar's recent appre-clation against sterling is. understandably, a cause of more than passing concern.

The increasing dependence of the economy on tourism -and the damage that could fol-low a decline in the sector - is

clear. The island last year recorded a merchandise trade deficit of Bds\$809m after spending \$1.1bn on imports. But it was the earnings from tourism which brought the deficit on the current account of the balance of payments to Bds\$1m. The continued expansion in tourism will not deal with the intractable problem of unemployment. Creating enough jobs will not be easy, says Mr Henry Forde, leader of the Barhados Lahour Party. "The growth rata has slowed recently and we have had several years of small growth. This cannot deal with the serious problem of unemployment. "In the economic plan for 1988 to 1993 there is a projection for annual growth of 2.5 per cent. This could create 2,000 jobs hut

this will only scratch the sur-face. We will need growth of five per cent to seven per cent consistently to deal with unemployment."

If high unemployment is one problem Barbados shares with its neighbours, its difficulty in dealing with the Bds\$800m foreign debt sets it apart. "We are conscious that our foreign debt can be a major problem for our development, so wa try to keep it within limits," explains Mr

Sandiford. The small offshore financial sector, made up of banks, cap tive insurance companies and foreign sales corporations established by US firms, last year contributed Bds\$40m to the economy. But the prospects for expansion have been damp ened by a move hy US legisla tors which has removed exemptions granted to US companies under a hilateral treaty The island's administration is seeking a reinstatement of the tax exemptions for the US companies. Officials say the withdrawal of the tax hreaks makes the island "no more or no less attractive" than other countries seeking more offshore financial business.

A failure to reach an amica ble agreement on this matter will not adversely affect the economy. More importance is placed by some Barbadians on a general disposition guided by

Despite the increasing fragil ity of the economy, it appears that it will be some time, if ever, hefore the currency hawker, with his fistfal of dollars, can find Barbados a good market, parallel or otherwise.

THEY are hoth political medics; both formed breakaway parties in disgust at the goings on in their former parties; and hoth believe in a strong moral basis to government. But Dr Richard Havnes, the

leader of Barbados' breakaway New Democratic Party, declines to push the parallels with Britain's David Owen and the Social Democratic Party too far - "we don't see ourselves as a third party. We intend to he a number one party," he says.

Dr Haynes departure from the Democratic Labour Party in 1988 came as little surprise; he had been in open conflict with Mr Erskine Sandiford, Prime Minister and the party's leader after the death of Errol Barrow, almost from his appointment.

in 1967, Dr Haynes resigned as Finance Minister after he returned from a foreign trip to find financial appointments made, allegedly without his consultation. And in 1988 he crossed the floor to found a new party, with three other Members of the Barhadian Assembly. A tall, athletic figure, Dr

Haynes distinguishes himself in Barbados with a younger, more openly affluent image than his peers. He is earnest and serious about politics, speaking of "the moral dimen-But though another politi-

cian characterises him as "the most radical right-wing conservative in the history of Barha-dian politics." it is hard to see his proposals for fiscal reduction and private sector initiative as more than a shading on Barbados' middle ground.

Stability has been the hall-mark of Barbadian politics for decades. In the post-independence period from 1966 until 1985, the country had had only two prime ministers, and the two main parties - the Barbados Labour Party and the Democratic Labour Party, which evolved from a split in the BLP were unchalleoged. That stability is unlikely to he dis-turbed: Barbados has a long tradition of consensus politics.

Whether or not Dr Haynes regards the NDP as a third party, the role that it will play is far from clear. The party has clearly labelled itself as a national party capable of win-ning office, hut it has not yet been subject to a general election

Though most observers believe that the NDP can win a substantial proportion of votes. with a first past the post system, seats are not guaranteed. If it emerges as the power hro-

## Political scene

# Hallmark of stability



Mrs Margaret Thatcher greets Mr Erskine Sandiford, Prime ster of Barbados, when he visited Downing Street

ker in a hung Parliament. Dr Haynes does not rule out coali-tion with either party, wisely deciding to cross his hridges as they come

Party loyalties are traditionally very firm: one analyst esti-mates that 80 per cent of the vote is determined before the campaign even starts, and that only about 20 per cent is up for

Many of Dr Havnes critics see the NDP as purely a vehicle for his own ambition. But the structure of Barbadian politics has always been highly personalised, and much of the rhetoric in Barbados' colourful local press is ad hominem rather than directed at constructive debate about policy.

It is to some extent the result of politics in any small community. And when there is so little disagreement about the basics of policy - the three parties could probably be con-tained within the centre ground of British politics questions of lead bly loom larger. estions of leadership inevita-

shockwave hit the Barbadian political establishment in the mid-1980s, with the end of a generation. Between 1985 and 1987, the country had 4 changes of leadership. Prime Minister Tom Adams, son of the legendary Grantley Adams, died in office in 1985; be was socceeded hy Mr Bernard St John, who led the Barbados Labour Party into the general election of 1986, where it was wiped out: Mr St John lost his seat, as did all hut one of his cabinet colleagues.

Mr Errol Barrow, leader of the DLP, became Prime Minis-ter again (he held power for a remarkable 15 years between 1961 and 1976) only to die in office in May 1987. The end of the Adams-Bar-

row era has had a complex impact on the Barbadian party structure. The two men led the country for a total of 25 years, as a kind of Carihbean Glad-

stone and Disraeli. Their demise has created an absence of leadership. None of the political leaders on the stage now is of their calibre, and certainly Mr Sandiford, a headmaster turned politician, is no Errol Barrow. He is, like most of Barbados' politicians, an intelligent man, hut he

> Careful balancing act **Continued** from page 1 as they affect demand for its products and payments on the foreign deht. A rising dollar, combined with relatively high interest rates and collapsing demand in the US - a scenario that is not unlikely for the next year - is risky. It would raise deht service payments while reducing tourism flows from Europe, and would dam-age the prospects for expanding manufactured exports. Eco-nomic problems in Barbados Caribbean neighbours limit the room for expansion within the markets of Caricom.

Moreover, political and social unrest in those countries can easily spill over into prob-

where the state of the second state of the sec

lacks the presence of his predecessor, both in his dealings with foreign policy and his handling of the party.

The question which Mr Haynes' departure poses for the party system is whether Barbadian politics is inextricahly tied to the strong leader, or whether it will shift to firmer ideological grounds. This is certainly the role that Dr Haynes seems to want to play: he has firm views on the economy, though he shrinks from calling himself a supply sider. Political change is more likely to come in the form of social transition. Barbados is no longer an agricultural soci-ety: the countryside is steadily

depopulating, and sugar is an industry whose time has gone. The pressure on the towns, in particular on Bridgetown's transport and water systems, shows the impact of this shift. There is a new and growing class of more affluent, younger voters, whose values differ from their parents, and it is to these that both the Democratic Lahour Party and the New Democratic Party are trying to

appeal Mr Henry Forde, leader of the Barbados Labour Party, has the luxury of sitting slightly out of all this. He expects Dr Haynes to take more votes from the DLP than the BLP, and the two are certainly competing more directly. But within the BLP, too, there are questions heing asked about leadership.

Andrew Marshall

#### lems for Barbados, Drugs, for instance, have become the canker in too many of its neigh-hours and cannot allow for complacency. Though Barha dos is not a transit point on the

same scale as other Caribbean countries, and though the problem of drug addiction is still relatively small, there is little that the island's Government or police can do on their

Barbados has a developed sense of national interest, and a skilled political establishment. The ouestion is whether it can move beyond the consensus that has sustained prosper ity, to huild a more secure and balanced future for the island.

13



## has enjoyed for 350 years POLITICAL AND ECONOMIC STABILITY.

The ideal climate for -

## INTERNATIONAL FINANCE AND BUSINESS

- Exempt Insurance Companies and Management Companies
- **Offshore Banking Companies**
- **Foreign Sales Corporations**
- **International Business Companies**

### THE ESTABLISHMENT OF A MANUFACTURING PLANT

- **Generous Fiscal Incentives**
- Fully Literate and Skilled Work Force
- Excellent Telecommunications and other Infrastructure
- Pre-built Factories in well equipped Industrial Parks
- Regular and Convenient Cargo Schedules by Air and Sea

## For assistance and further information please write or call -

## **CENTRAL BANK OF BARBADOS**

P. O. Box 1016, Bridgetown, Barbados, West Indies. Telephone: (809) 436-6870; Fax: (809) 427-9559; Telex: 2251 CENBANK WB.

## OR

## **BARBADOS INDUSTRIAL DEVELOPMENT CORPORATION**

BARBAI	DOS:	Pelican House, Princess Alice Highway,
		Bridgetown, Barbados, W. I. Telex: 2295 BARDEV WB
		Phone: (809) 427-5350; Fax: (809) 426-7802
NORTH	AMERICA:	800 Second Ave., New York, N. Y. 10017, U.S.A.
		Telephone: (212) 867-6420; Fax: (212) 682-5496.
EUROPI		
		London, WC1B 3NH, England.
		Tel: (441) 631-4975; Telex: 946240 & (19020010)

What's stopping you from going to the most exotic island in the world this summer?







th allats warmth and charm alm-lined beaches and delicious le ie world's most exotic island. To many it may seem a far-away dream. In real well within your reach, A summer holiday there can cost as little as premier resorts, and at the present time is bet has ever been. Just closelyour eyes and imagine yourself o

iream island ...? Now open your eyes to the fact, that really the stopping you from going to Barbados this sumnier.

Call in st your local trayel agent and book your holi

# Barbados. It's closer than you think

## **BARBADOS** 4

'A cultural and artistic boom' now under way

# Signs of greater self-assurance



vices are almost sold out because of the increasing attraction of the island's "Crop

for West Indian cricketers:

**Over Festival**"

on & Shipping Agents

BARBADIANS are regarded by their Caribbean neighbours as being a hard-working, conservative and staid people, with little time or temperament for

The revelry, and the ten-dency to put a humourous face to even the most painful of disasters - which is a part of Caribbean life - has not been shared traditionally by Barba-dians. Mucb was made of the attempt to import a copy of Trinidad and Tobago's carnival to Barbados years ago.



OTHER SUBSIDIARIES

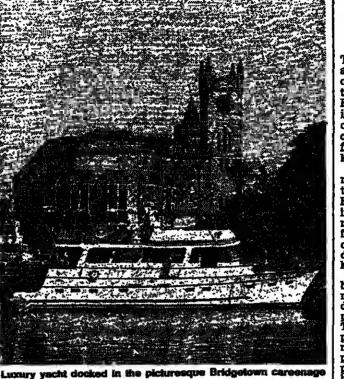
This event is not only Rather than participating. Barbadians remained bemus attracting the Barbadians liv-ing in North America and Europe, but thousands of nonobservere. The experiment failed and was never tried Barbadians who have experiagain. But this image of the overly serious Barbadian who enced, or heard about, this high-point of the Island's culnever relaxes in the Caribbean fashion is no longer correct. Some airlinee serving the tural calendar. The Barbadian appreciation island are contemplating put-ting on extra flights in July and August. Scheduled ser-

of revely and relaxation bas gone full circle. The Crop Over Festival is to Barbados what carnival is to Trinidad and carnival is to Trinidad and Tobago. And it is home grown. The festival originally marked the delivery of the last sugar canes to the mills. Now it is a cultural show-case which, while portraying aspects of the island'e history,

is also a vehicle for expressing the contemporary. And with the development and expan-

sion of the festival over the past 15 years has come the growth of Barbadian calypson-

hold their own,



But this explosion of expres-sion has also been aided by the fact that it has a large and growing market. The growth of tourism to become the most important pillar of the island's economy has created a demand for the works of the island's small but increasing band of artists whose work reflect a Barbados of yore, and the contemporary. Bridgetown, a city which, up

to a decade ago went to sleep with the setting sun, is a changed place. Live theatre is

The Crop Over Festival is to **Barbados what** carnival is to Trinidad and Tobago

With biting, satirical commentaries on matters political, economic and social, the alive, and with song and dance. There is one instance in which the stereotypically serious Bar-badian attitude prevails in what would normally be regarded as relaxation. island's calypsonians, once the poorer cousins to those on other islands, can more than

With the Crop Over and other festivals - there is one in February, one which pays homage to fish at Easter, and the National Festival of Cre-It is in the passionate and skilled pursuit of the game of cricket. It is this seriousness, argues the Barbadian cricket cognoscenti – of whom there ative Arts in October - Barbadiare more than a few - which, by extension, has contributed to the success of the West Indies team to which the island ans have found new vehicles for cultural expression in the fina arts, dance, music and has always contributed both in numbers and skill. The great-est of all, Sir Garfield Sobers, is

"Barbados is in a cultural and artistic boom," says Mr Henry Forde, leader of the Bar-bados Labour Party. "There bas been a blooming of the Barhadian arts. One finds this reflected in

The local season, which runs from this month to just before

England's country cricket. And in the standard of play, the nparison would be no less than painful.

The island's dominance of the sport in the region has slipped recently, but there are many theories, each argued with some conviction, as to why a country of this size should do so well in the game. For black Barbadians in the first half of this century, runs one argument, the game offered a way for self-expres-sion which was not offered by other social or vocational

The sport became more than a game, and more so when it became financially rewarding

for those with more than a passing degree of skill. Yet another school argues that the wealth of Barbadian cricket has more to do with natural conditions. The island is relatively flat, cricket fields are easy to establish, and the climate, with long, dry spells, favours the planning and strat-egy which is so much a part of

the game. But although cricket dominates, it is not the sum of the island's sports. This year Bar-bados will host the finals of first regional soccer tournament. Aspiring Olympians have sought glory in track and field and young Barbadians are looking increasingly at hockey and basketball.

For Barbados, cricket remains the main sport - a national obsession pursued with no small degree of style and grace, but also with an application and seriousness which is (dare one say it?) typikets.

## MANUFACTURING

# Staging a recovery

Light manufacturing

says Canute James

afacturing is that it is an enclave sector," the opposition leader said. "It depends on external markets. Barbados

gets the value added but it is not a permanent feature of the

"Wa need industries such as food processing, clothing, fur-niture and building materials.

Manufacturing in Barbados is

economy.

THE manufacturing sector appears to be pulling itself out of a decline which threatened to destroy it in the mid-1980s. But while ontput has increased, the country faces continuing problems because of its small resource base, and other advantages - such as companies in the Far East which are looking for ways fluctuations in access to mar-

Barbados is suited to light around US import quotas. The fluctuating fortunes of manufacturing which is now the manufacturing sector in recent years have raised questhe foundation of the sector. But unless it can break meantions about the suitability of ingfully into major foreign the present policy for the island. Dr Richard Haynes, the markets, and compete success-fully, it will not enjoy the econopposition leader, contended omies of scale which it is denied by a small home marthat there are many opportuni-ties for manufacturing without

The manufacturing sector is based on alectronic compo-nents, garments and textiles, data processing, chemicals, industry is seeking to packaging and food processing. The growth in electronic comattract more investors, ponents was stifled when major US investors closed plants four years ago. Garment production was cut back because of difficulty in access-ing the market in neighbouring Trinidad and Tobago, which had erected import barriers to protect its deteriorating econhigh import content, increas-ing the local value added. He says this would create the potential for higher employment and would save as well as earn foreign exchange. "The basic problem for man-

The electronics sector has stabilised and we have created about 1,000 jobs in the sector," reported Mr Roy Clarke, gen-eral manager of the Industrial Development Corporation. "The growth in the manufac-turing sector is continuing this year, mainly in apparel and data processing."

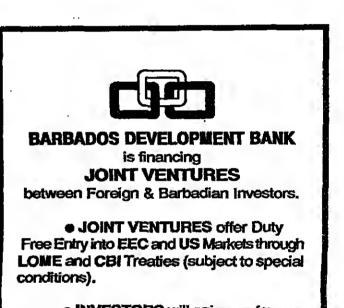
Output by the manufactur-Output by the manufactur-ing sector grew 6.7 per cent last year. This was led by 29.7 per cent growth in chemicals, and 24.9 per cent in wooden furniture because of an increase in exports. The perfor-mance in the larger industries was less spectacular. Garment production was up 4.3 per cent, following the 15.7 per cent increase in 1987 when the local market was protected. The market was protected. The slump in electronics appeared to have ended with growth of 3 per cent last year, but pro-cessed food output fell 5.6 per cent.

Because its domestic market is small, export markets are invaluable to the manufactur-ing sector. The current improvement reflects, in part, a decision by most members of the Caribbean Economic Com-munity to deregulate imports from their partners. But the manufacturing sector in Barba-dos, having been burnt, is understandably slow to take up the challenge. The stagna-tion of the mid-1980s has contributed to a 50 per cent decline since 1983 in sales to Caribbean Community mar-

led by small and medium-sized businesses with debt/equity imbalances. Credit is costly. dian officials readily admit there are other places with cheaper rates which would do The sector needs an adequate level of disposable income to better with these ventures. The effort here is to use the island's location and infrastructure to ensure demand for the products which are made." lure investors who may see

The solution, according to Mr Henry Forde, leader of the Barbados Labour Party, lies with changes in import regula-tions by Barbados's neigh-bours. "The Barbadian market is too small to sustain an adequate manufacturing base." he argued. "We need all barriers to be removed within the Caribbean Community. We need a capital market without exchange controls and a Caribean stock exchange.

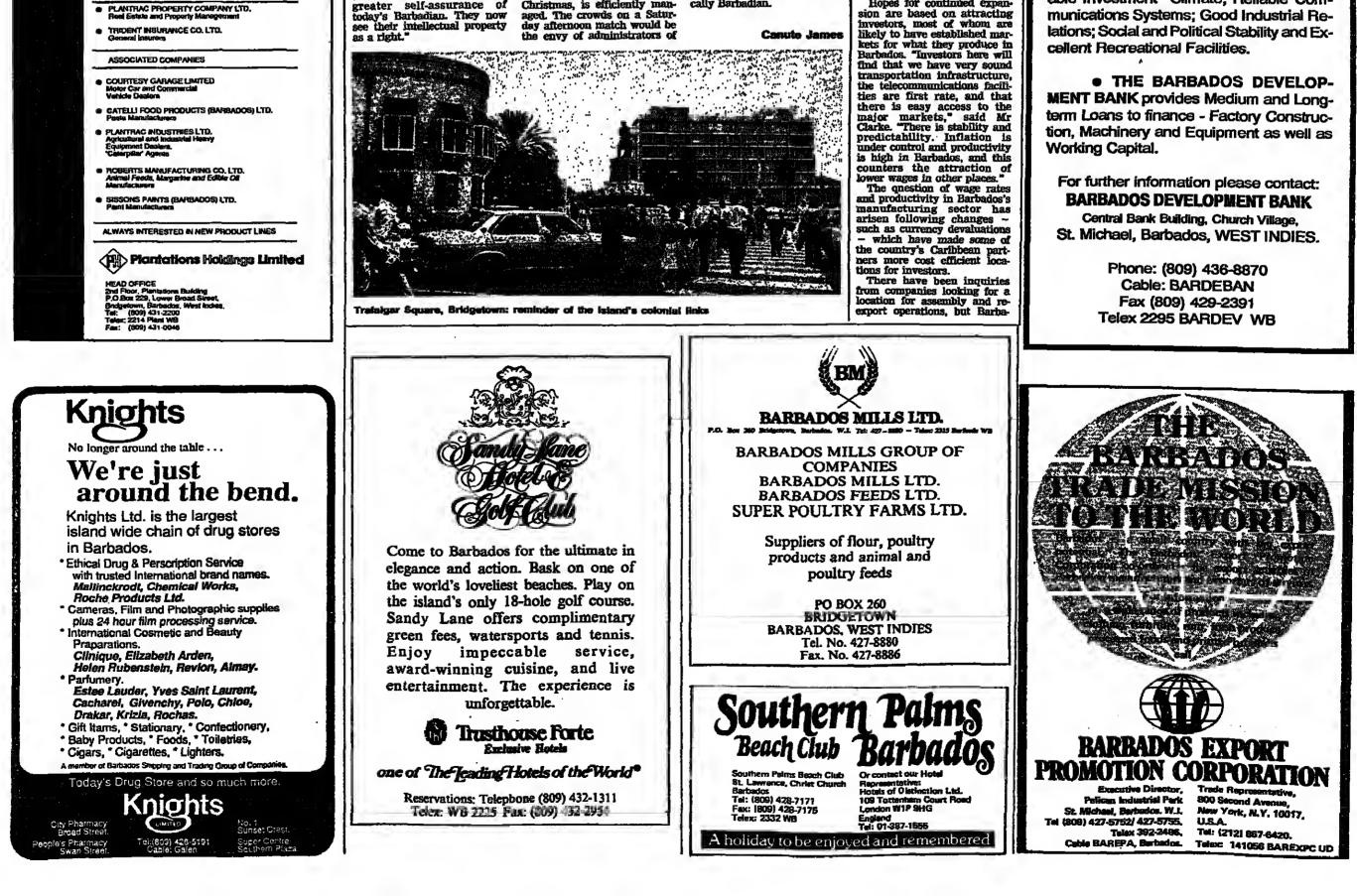
Yet there are others, such as Mr Harold Hoyte, managing director of the Nation newspa-per, one of the island's two dai-lies, who believe that manufacturing, as it is being pursued in Barbados, will never reach a level where it will make a level where it will make a meaningful contribution to the country's development. "Wages are too high," he explained. "The Barbados dollar is tied to the US dollar, therefore we start at a disadvantage in com-peting in light manufacturing." Heavy industry is seen nei-ther as the next frontier nor as an alternative. Because of the economy's increasing depeneconomy's increasing dependence on tourism there is fear of polluting beaches and other damage to the environment. Heavy industry would also be at a disadvantage because of high shipping costs, expensive power and limited water sup-



plies

• INVESTORS will enjoy - a favourable Investment Climate; Reliable Com-

ار <u>است. محجود و</u>ی در معام در در از از



	•	-		

-inancial times monday JUNE 19 1989

D

5

# The best always choose the best. Rolls Royce<sup>®</sup> has chosen Hurel-Dubois.

Tomorrow's wide-bodied, long-range aircraft demand fuel efficient engines capable of providing extremely high thrust.

The Rolls Royce<sup>•</sup> RB 211-524 L satisfies these demands. With an initial thrust rating in excess of 65,000 lb at take-off, and scope for additional growth, the engine requires

a new nacelle and thrust reverser. Rolls Royce<sup>®</sup> has selected a novel type of reverser for this 15

application. Designed and patented by Hurel-Dubois, and known as the 'pivoting-door' system, it offers weight and efficiency advantages together with enhanced reliability and reduced maintenance.

This initial contract with Rolls Royce<sup>•</sup> opens the door to significant potential. Over the next 15 years the market for two and three-engined, wide-bodied aircraft exceed 3,000 — equating to a minimum of some 7,000 engines.

To maximise the opportunities provided by our design we will be acquiring a production facility, in England, which will double our capacity.

Hurel-Dubois is a subsidiary of Compagnie de Navigation Mixte, who have been essential in ensuring our success.

of Electrohur's range of businesses, Anders Scharp and his colleagues at its Stockholm headquarters deny vehemently that the group is just a portfolio. "I don't believe in con-glomerates," Scharp stresses.

Instead, he claims that, by tailoring their corporate style to the particu-lar needs of Electrolux'a various

businesses, he and his top team add

businesses, he and his top team add perceptible value to each and every one of them - apert, perhaps, from one or two peripheral and minor activities which may soon be sold. In making this claim, Scharp and co rebut the doctrine that the head office of a company cannot operate with a sufficient degree of effective-ness towards businesses that have significantly different parenting requirements. Lond warnings to this effect have been issued over the past year by a team of consultants

past year by a team of consultants from McKinsey & Co, and by aca-demics from Britain's Ashridge

Strategic Management Centre.

overall target currently applied to return on shareholders' equity, increase in operating income, and several other items - Electrolux's target-setting for individual busi-nesses has long been more flexible

than this suggests, Just as significant, Scharp is very much an operational manager. His

headquarters promulgates an evolv-ing series of group-wide improve-

ment programmes which fall squarely into the parenting cate-gory of "coaching". These currently

## MANAGEMENT

Striving to exploit an elusive balance

Christopher Lorenz has spent much of the last few months inside Electrolux, the acquisitive Swedish industrial group,

f Electrolux had the misfortune to be an American or Britisb company, and was exposed to the full pressures of an impatient Anglo-Saxon stock market, this diverse Swedish multinational might by now have suf-fered the unwelcome attentions of a

16

break-up specialist. Unlike most raiders' prey, Elec-trolux has always operated on a very tight financial rein; it sets great store by its short-term perfor-mance, despite also taking a typi-cally Swedish long-term view of its

Yet until February, when Electrolux produced a glowing set of results for 1988, its profitability had disappointed stock market analysts for several years, laying it open to criticism that it was over-extending Itself in two critical directions:

• By making 100 acquisitions in a decade, on both sides of the Atlantic. These have not only expanded vastly its original household appliances business (still well over half of total sales), but have built upon a wide range of small and disparate activities picked up as part of previ-ous acquisitions. Electrolux now claims to be the world's biggest pro-ducer of chain saws and garden appliances, as well as of the vac-uum cleaners and "white goods" (large appliances) for which it is better known. In addition it is the second largest maker of car seat belts and professional catering equipment, as well as of refrigera-tion compressors. With total sales of SEK 74bn (£7.1bn), it is also active in aluminium smelting, commercial cleaning and laundry services, farm machinery and road surfacing equipment, industrial shelving, sew-ing machines and even artificial flowers, in all, it bas two dozen "product lines" (what most compa-nies would call divisions).

 By plunging into a controversial strategy of globalising several of its product lines, including white goods
 an industry which some critics claim will remain fragmented by different national preferences, even within Europe after 1992.

within Europe after 1992. Fortunately for Anders Scharp, Electrolux's president and chief executive ~ and for admirers of managerial innovation ~ the risk of raids is theoretical. The company is protected against hostile takeover by a combination of Swedish comby a combination of Sweinsh campany law and the heavy voting majority of its powerful parent – the Wallenberg industrial empire. From behind this protective wall, Scharp and his top managers are

confronting an ambitious trio of exceedingly tricky strategic and

organisational challenges. Their progress towards all three - and the difficulties they are experiencing along the way - are of direct and pressing relevance to multinationals in all sorts of industries, not only in Europe but also in the United States. Electrolux's shareholder position may be

observing at close hand the many organisational dilemmas created by its strategy of rapid globalisation. In the first of a six-part series, he outlines the ambiguous nature of the solutions it is adopting unusual, but most of the external and internal dilemmas it faces are far from specific to its situation, or to the industries in which it operates. Nor are the measures it is tak-

The birth of a 'transnational'

ing to resolve them. First, strategy. By making a string of major white goods acquisitions in Europe since 1984 - notably in Italy (Zanussi), the UK (Thorn-EMI's Tricity and Bendix interests), Spain (Corbero and Domar), and West Germany (Zanker

Domar, and West Germany (Zanker and, currently, part of Buderus) – Electrolux has been pre-empting the competitive rush to build scale and presence in Europe. in several of its industries, it has been pursuing globalisation with equal force, aiming to be number one, two or three in every country market where it is active. Electrohy has not only proceeded

Electrolux has not only proceeded in parallel with the construction of a sizeable American empire (especially since 1986 through the pur-chase of White Consolidated in appliances, and several companies in chain saws and garden appliances), but has also started to build various transatlantic "synergies." In white goods its initial thrust towards international cost leader-ship has been focused on achieving economies of scale in production through the use of common compo-nents within very different finished products, tailored as before to national markets. But in the last 18 months, while still acknowledging current national differences, its publicity has also focused increas-ingly on the emergence of global "lifestyles" and products.

Electrolux executives admit that such statements may seem exagger-ated at present, but they are con-vinced that a perceptible trend in that direction is under way. This is being driven partly by social trends but especially by the white goods makers themselves, as they strive for greater economics of scale. These are needed to offset intense price competition and rising devel-opment and investment costs as the industry enters s phase of greater technical and market innovation.

While continuing to meet differ-ent national demands, Electrolux is trying to play a leading part in the globalisation of the industries in which it is a player. It is determined to avoid the fate that has befallen western car manufacturers at the hands of the Japanese in the similar process which has occurred in the



Anders Scharp (left) and his deputy Lennart Ribohn: contronting an ambitious series of challenges

international motor industry since the late 1970s. At first, this strategy took Electrolux out on its own, but its major competitors are now following suit. Even Britain's Hotpoint, the arch-champion of national strategies, is now discovering the attractions of international scale through a new alliance with GE of America.

Second, organisation. The princi-ple of decentralisation is so enshrined in the Electrolux culture that its top managers used to that its top managers used to describe the company as "hundreds of independent villages", or a set of "self-playing pianos". Now, how-ever, Anders Scharp and his col-leagues are trying to digest all their acquisitions and turn them into a set of what he calls interdependent hut flexible "networks" - with product development, manufactur-ing and supply all spanning interna-tional horders.

ing and supply an spanning interac-tional borders. In accomplishing this swing from decentralisation to integration, Electrolux is striving bard to avoid making the same mistake as most co-ordination-minded multinationals in the past getting bogged down in bureaucratic and demoralising centralisation. Instead, it is trying to achieve the

best of both worlds, by combining global co-ordination and scale efficiencies with continued responsiveness to national differences (external and internal). In the jargon coined by Christopher Bartlett and Sumantra Ghoshal, two influential business school professors whose book on "managing across borders" will be published in the US in the middle of next month\*, Electrolux is struggling to become a flexible "transnational".

t is in good company. Such hardened organisational inno-vators as Hewlett-Psckard, Procter & Gamble, Matsushita, and NEC are going through a similar process. This is a tough enough bal-ancing act for these US and Japa-nese giants to achieve, but for Eleo-trolux the task is harder still, for

troux the task is harder still, the several reasons: • it has to reconcile a set of cul-tural extremes, such as Italian hier-archical attitudes versus Swedish informality and collegiality; • its experience of operating as a true multinational (five years) is

relatively short; • it has shifted with unusual speed

from its previous functional organisation to an evolving structure which in some parts of the company has as many as four dimensions inevitably, the ambiguous rela-tionships which characterise such a

structure are creating many inter-

Strategic Management Centre. Scharp glances at a diagram of ideal "parenting roles" for different types of businesses, with its clear distinc-tion between financial control, "coaching", and fully-fledged "orchestrating", and smiles: "Well, we really do do all three!" "This is one of the real skills of Electrolux top management." nal tensions. These are arising not only between head office and some of the individual product lines, but also (especially in the complex white goods line) between interde-pendent units in different countries. Electrolux top management," claims one insider. "Anders Scharp and between the product line and acts as an orchestrator towards

white goods, for instance, as a coach towards Granges (the alumin-hum subsidiary), and as a controller towards agricultural machinery." Scharp and his corporate office certainly behave entirely differently from chief executives of the classistrong "country managers." If it were not for the parent company's informal and remarkably open culture, which encourages such conflicts to come rapidly to such conflicts to come raping to the surface for equitable settlement, the enlarged group could have become a seething mass of Machia-vellian intrigue by now. Time and again, insiders stress that the sys-tem only works because of people's from chief enecutives of the classi-cal "financial control" school, such as Harold Geneen of ITT and Lord Weinstock of GEC. Though Scharp's deputy, chief financial officer Len-nart Ribohn, is known around the group as "Mr 15 per cent" – the overall target currently applied to willingness to make it do so.

To many of those involved, though not to the outside observer, the least of the problems seems to be the strain of almost constant travel which is now felt by key executives at several levels of the company as they struggle to pre-serve its traditional ability to take rapid decisions through the hal-lowed method of "managing by wandering around". As Halvar Jonzon, a senior executive admits, the "wandering" has become more like "rushing" in the wake of the big Italian and American acquisitions of the past few years.

cover such issues as quality, just-in-time supply, inventory control Third, corporate parenting. Despite the considerable diversity and accounts receivable.

COMPANY NOTICE

On a personal level, Scharp's keenness to get involved in strate-gic discussions with most of the units beneath him is legendary within Electrolux. So is his ability within Electrolux. So is his ability to judge the effectiveness of a fac-tory layout or product design just by wandering around the plant and asking the right questions. The respect which this creates is one of the factors which has eased the integration into the group of major non-Swedish household appliance companies such as White and Zan-ussi, which together were larger than Electrolux's own appliance interests before it took them over. Zanussi felt it had more to teach Electrolux than vice versa.

Yet the question remains whether Scharp, an engineer with deep expe-rience in such traditional areas as vacuum cleaners and white goods, can possibly be as effective in his dealings with Electrolux's aluminium business, or its growing inter-ests in commercial services. It would have been easier for

ALC: LA COLOR

.s. 545.

142.61

-

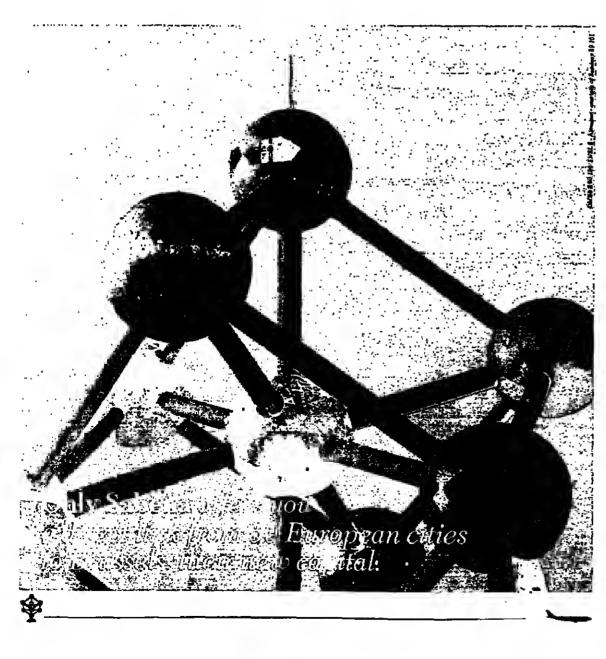
It would have been easier for Electrolux to argue its case a few years ago, when its head office – supported by the financial acumen of Lemnart Ribohn and his predeces-sor – was still run as a "troika" by Scharp and his two seniors, Hans Werthen, the grand old man of the company (now non-executive chair-man) and Goesta Bystedt (now dep-uty chairman). Now, although the consolerably larger. its company is considerably larger, its only top executives with full-time corporate responsibility are Scharp and Ribohn. Despite their immense ability and appetite for work, "it is a little bit thin at the top," admits

An equally pertinent question is whether, as Electrolux becomes still larger and more complicated, the larger and more complicated, the sort of structures and procedures it develops to help head office control one especially complex business – white goods – will be applied inap-propriately to more simple ones. Signs of such a tendency have appeared in the last year or two, creating something of a backlash from powerful product line manag-ers against corporate staff whom they perceive as threatening their independence.

independence. To Don Blasius, Electrolux's long-standing top manager in the United States, such strains are an inevitable by-product of a multinational organisation which is still feeling its way through a major internal evolution. As he says,

"we're all learning new roles". "Managing across borders. By Christopher A. Bartlett and Suman-tra Ghoshal. Harvard Business School David Learning Business ool Press. \$24.95. UK publication by Hutchinson Business Books in early September, price £25.

Over the next fortnight Electrolux's progress in meeting these organisational chatlenges, and resolving the many inevitable ten-sions, will be examined in further articles on this page. The next article will appear on Wednesday.



Brussels, the heart of European business. Who better to fly you there than Sabena, Belgian World Airlines. Naturally, we're ideally placed to cover any one of our 50 destinations Europewide as well as our intercontinental connections to North America, the Middle East, Far East, South East Asia and Africa. There, we're the undisputed specialist with 25 destinotions to choose from. Our long experience and reputation for reliability will make your business trips around Europe - and worldwide - as pleasurable as ever. SABENA GIVES YOU WHAT OTHERS WOULD LIKE TO.



	COMPANY	NOTICE	1	•	
		and the second		IUMBERSIDE	
·	CANADIAN PACI	FIC LIMITED	11 <b>*</b>	LOWIDERSIDE	
	'At a secting of the Board of Directors hold to	iny, the following dividends were deduced.	.11		
	ORDINARY	SHARES	11		
	A quanteriny dividend of sinches cants (19c) Ordinary Shares, psysble on July 28, 1969, to b June 27, 1969.	olders of speed at the close of business on			
	PREFERENCE	SHARES	The Financ	tial Times proposes to publish	h this
2	A second divident of 0.82 per Conscine I Storing Profession Share on the outstanding Pro payable on July 28, 1969, to halders of second a	Dollar Professore Share and 2/3 perce per deresso Shares in respect of the year 1989,		survey on:	
		at the close of bounders on June 27, 1929.			
	BY ORDER OF THE BOARD.		11	7th July, 1989	
	D.J. DEEGAN VICE-PRESIDENT AND SECRETARY MONTREAL, June 12, 1989				
			For a full e	ditorial synopsis and advertisen	nent
		0.000		details, please contact:	
	GEORGIA FEDERA				
				Hugh G Westmacott	
	For the interest period 19 June 1809 to 19 Dec rete of interest of 8-2, per cest per antium with	notes 1969 the above notes will carry a h a Coupos smooth of USD 4,765,53 per	11	on 0532 454969	
	USD 100,000 note.		11	Fax: 0532 423516	
	CHEMICAL AGENT &	ANK .			
	L			or write to him at:	
	To the Holders of Warrants	To the Heiders of Warners			
	to subscribe for shares of	to subscribe for glassa of campon stack of		Permanent House	
	KOBE STEEL, LTD.	(dm "Company")	11	The Headrow	
	(the "Company")	(Jamaid in conjunction with an issue by the Company of USS 1,404,600,600 455% Zonda 1953)		Leeds LS1 8DF	
	(lessed in conjunction with	the second se	11		
	issue by the Company of	ADJUSTMENT TO SUBSCREPTION PRICE	11		
	US\$ 500,000,000	Postagent to Clause 1 paragraph (xiii) of the instrument duted 17th February,		FINANCIAL TIMES	
	4%% Bonds (992)	Warrants were much notice is hereby	11	EUROPE & BUSINESS NEWSPAPER	
	ADJUSTMENT TO SUBSCRIPTION PRICE	gives as follows : On 25th May and 6th June, 1989, the Board of Directors of the Company	L		
	II III	reactived the immance of US\$600,000,000	1		
	Pursuant to Clause 3 paragraph (p3) of See Instrument dated 25th October.	shares of common stock of the Cora- pany as the price of Japanese Yes \$54 per share, which is less than the correct	[		
	1988, under which the above described Warrante were lassed, notice is hereby given as follows :	per share, which is less than the current, marint price per dense of Japanese Yes \$29.50 calculated as provided in the			
	On 25th May and 8th June, 1968, the	Instrument.	]] <b>IN</b>	<b>TERNATIONAL</b>	
	USSED 000.000 Hands with Warrants In	Accordingly, the Subscription Price m which the abares are isotable upon exer- cise of the Warranti will be adjunced in		OMMUNICATO	TO
2000 C	of the Company at the price of Jane	else of the Warrants will be adjusted in accordance with Chone 3 (vii) of the Instrument with effect from Zird June,		OMMUNICATO	NS
	ness Yen 554 per share, which is less than the current market price per	1989 in Japan. Parties notice will be published in	1.		
	aftere of Jepennese Yen Sill.50 calcu- lated as provided in the instrument. Accordingly, the Subscription Price at	accordance with Condition 11 of Teres and Conditions of the Warrante.	The Financi	al Times proposes to publish	+hia
	which the shares are issued in the	KOBE STEEL, LTD.		survey on:	1 6103
2S	adjusted in accordance with Clause 3	(By : The Survey Back, Limited as Principal Paying Agent)	11		
	23rd June, 1989 in Japan, Further actice will be published in	19th June, 1989		17th July 1989	
	accordance with Condition \$1 of Terms and Conditions of the Warranas	OUTER	] ]		
	KOBE STEEL LTD.	CLUBS	Ear a full a	ditorial synopsis and advertisen	
	ambourn RA	VE HAR OUTLINED the others because of a policy on fair play and value for money.		details, please contact.	nent
hauge	as Principal Paying Agant) 1985 June 1909	policy on fair play and value for money, Supper from 10-3.26 am. Disco and top maticians, glamorous hostnesses, exciting noorsbours. 01-734 0557. 199, Regent			
		St.London.	[ [	Jeremy Baulf	
	APPOINT	MENTS	] ]		
				on 01-873 3000	
ena, Belginn World Airlines.	CAPITAL M	APRETS			
openride as well as our inter-	International investment group see			or write to him at:	
	of markets in Asia/Pacific region	to assume responsibility for			
East Asia and Africa. There,	placements and risk management	ss, swaps, options, private		Number One	
experience and reputation	and Japan and development (	f business with Japanese		Southwark Bridge	
- as pleasurable as ever.	establishments in U.K./Europe. Apposess minimum 5 years' relevant	policinits, aged 30-35, should	1	London	
LD LIKE TO.	preferably gaiged in Japanese/A	ian and U.S. covironment,		SE1 9HL	
	Japanese language ability in additi to MBA standard. Salary negotiab	on to English and education			
	Please write in strictest confide			FINANCIALTIMES	
	Box A1269, Financial Times,	One Southwark Bridge,		CUROPE'S BUSINESS NEWSPAPER	
	Landon SEI	NOL.			

~

З, 17 I  $\langle A, A \rangle$ 

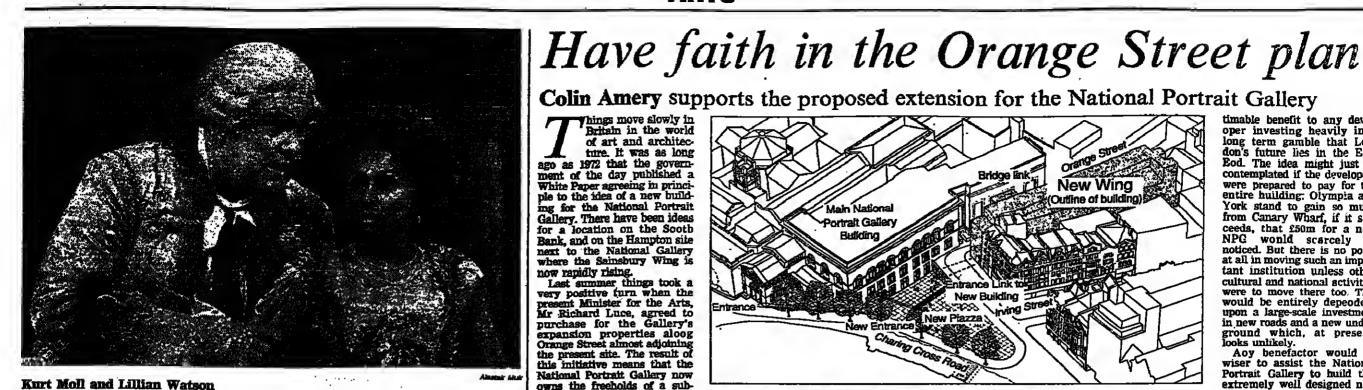
2

.

1

ି 🖍

*.* 



## Kurt Moll and Lillian Watson Der Rosenkavalier

#### COVENT GARDEN

A successful Rosenkavalier sturday. John Schlesinger's 1984 production is not wearing at all well, but at least it looked well-rehearsed (by Stephen Lawless); and almost every role, minor as well as major, had its place in the ensemble. had its place in the ensemble. There were no extraneous bits and pieces, no Internation-al-Opera-style star turns. This was especially admirable in view of the fact that the sched-uled Marschallin, Felicity Lott, fell ill just before the first picht and Lucis Powe flow in night, and Lucia Popp flew in to save the occasion. Miss Popp is herself no International Opera adherent hut a flesh-and hlood stage artist, who responds and gives of herself unstintingly. This was Lon-don's first chance to view her Marschallin (people with long memories recall her peach of a Sophie from two decades ago); in spite of the circumstances, and the fact that none of the costumes flattered her, it was

happily taken. She showed us an ample, womanly, natural Marschallin, a little muted in her regrets and reverie of the first act,

Blithe Spirit

LYRIC THEATRE, HAMMERSMITH

#### capable in the third of flashes

of vocal bumpiness and exces-sive reliance on a "fumy" Mar-iandel voice notwithstanding, is a portrayal of beautifully sustained delicacy; she does not hesitate to show the yonth's tedious moments of immaturity, but charm kept them in check. With the new Sophie – Lillian Watson, attractively effervescent in parsonality, making excellent use of a high soprano a degree slight for Strauss at Covent

Garden - Octavian's coltish freshness was at its most

touching. Kurt Moll's justly admired Ochs has arrived in London at

lon, last. He is less full of voice than formerly; the case and good humour of his cash - probably something in the region of £31m? It is necessary briefly to look at the history of the gallery. It was founded in 1856 as "a galplaying are everywhere so win-ning that one is in no mind to reproach him for the patches of "coasting" in the singing. Gott-fried Hornik'a Faninal and lary, of the most eminent per-sons in British history." It is worth noting that all the present gallery buildings were gen-eronsly provided by privata petrons: the little known Mr William Henry Alexander gave the Italian palazzo style build-Ludmilla Andrew's duenna stand out among several smaller roles finely touched in.

smaller roles finely touched in. What really sets the seal on this revival is the experity idi-omatic conducting of Jeffrey Tate. He is on top form; he gets wonderfully full-blooded yet airy playing from the orches-tra, keeps the words well to the fore at all times, and paces the long work so that the mixture of comedy and sentiment is never in the least indigestible (as in less confident hands it can be). Indeed, the only anti-Stranssian element was the surtiting apparatus, which left out a shameful number of important lines and misrepreimportant lines and misrepre-sented rather too many of the emainder, Grotesquel

## Max Lopper

Cleveland Orchestra's London visit was hailed by Max Lop-pert on Saturday's Arts Page, and their second appearance on Friday amply confirmed his enthusiasm for the orchestra's playing and its music director Christoph von Dohnanyi. Once again the programme was inviting, and not at all the box-office fodder one has been

concerto.

has leapt from around 300,000

in the 1970's to 637,000 in 1988. Parallel to this growth in pub-

lic interest has been the remarkable growth of the col-lection - particularly in por-traits of the 20th-century and

hotographs. A visit to the galleries is as much a journey through Brit-ish history as an artistic expe-rience. The chronological arrangement is clear and the

recent refurbishment of several

galleries has much enhanced the pleasure of a visit. The

recently redecorated Regency Gallery, dominated by the splendid history painting of the

reformed House of Commons, is magnificent. The room devoted to the arts in the 18th-century England looks suitably elegant with its red damask walls.

However, the fascinating and

popular display of the great men and women of the 20th-century comprises 520 portraits

squeezed into a mere 250 square metres of space. Walls

## Andrew Clements

The third Cleveland Orchestra concert here, on Saturday, was the last in their arduous

ond, but very prettily found in this non-heaven-storming Bee-thoven. Small details gleamed freshly, and he rang subtle changes on the accents of the rondo-tune at its every return.

In Brahms's First Sym-phony, despite Dolmányi's con-tinuous grip, there was a hec-tic, pressurised feeling – exciting, hut only half the story. Though the beginning was classically controlled, nei-ther oversaminus por foo

Bridge link,

New Building

New Plazza

revolve in the display to accommodate the ever growing number of pictures. Space is clearly at a premium. Of a total

of some 9,000 portraits, some 1,500 are on show. The Orange

Stanton and Williams, as

The new building itself has a

The new bining itself has a clarity and simple distinction. A bridge, wide enough to be a gallery in itself, is the main link at principal gallery level. On an awkward site, the archi-tects have managed to bring a

remarkable level of natural

light into the building and have achieved a promenade of

galleries and staircases that will be inspiring to visit. A cafe

Street.

Inving Street

Main National

Portrait Gallery

Stanton and Williams' overall plan for the area surrounding the NPG on the top floor of the new wing will have a view over the top of the National Gallery and down to Westminster. The 20th century collection will occupy the new space, allowing the more reasoning of the altowing the reordering of the older gal-lerles and considerable improvements all round for staff and visitors. The Trustees, although clearly delighted with this

New Wing

(Outline of building)

Street development will almost double the space available and enable the library and archive, at present exiled to Lewisham, to return to its proper place. scheme, are naturally worried about how to pay for it. Quanschitects, are best known for their exhibition design hut there is no douht that they have produced highly intelli-gent new plans for Orange tity surveyors have incorpo-rated the gloomiest inflation adjusted building costs in their figure of £31m. There is, in the wings, an

offer from the property devel-opers Olympia and York, of a riverside slite for a new National Portrait Gallery way down the Thames at Canary Wharf. This offer is being investigated, hut it leaves a great deal to be desired.

There is no doubt that the removal of a major national institution to the outer reaches of Docklands would be of ines-

Colin Amery supports the proposed extension for the National Portrait Gallery timable benefit to any developer investing heavily in a long term gamble that Lon-don's future lies in the East Eod. The idea might just be contemplated if the developers were prepared to pay for the entire huilding: Olympia and York stand to gain so much from Canary Wharf, if it succeeds, that 550m for a new NPG would scarcely be noticed. But there is no point at all in moving such an impor-tant institution unless other cultural and national activities were to move there too. This would be entirely dependent upon a large-scale investment in new roads and a new underground which, at present, looks unlikely. Aoy benefactor would he

17

wiser to assist the National Portrait Gallery to huild this extremely well designed new wing where it belongs, in the centre of the capital. After all, the Governmeot has already purchased the site. The architects have produced a solution that looks well and works. The National Portrait Gallery manages its finances well, at pres-ent cootributing some 30 per ceot of income from its own trading and commercial activ-ity, and is generous in lending its pictures to regional muse-ums and country houses, There is enormous scope for more interpretative material and a more dynamic historical/ educational role for this gal lery of our nation's history.

A bold move by the trustees that shows appropriate faith in the Orange Street plan is what is needed now. Imaginative fund raising, with a bit more government help than the <u>S2m</u> sweetener offered with the site, could bring to the heart of London not just an extended institution but a fine modern build-ing as well. The new NPG offers a great opportunity for a oational beoefactor to be remembered for ever.

# Ute Lemper

#### ALMEIDA THEATRE

THE ATMOSPHERE was almost right. The piano, the hat and cane were in place, and the confined space of the Ahmenda Theatre, with its general air of deprivation, provides an appropriate ambiance for a late-night cabaret that is to be serious as well as alterna-tive - if only the environs of Islington were not so noisy,

incensed she had once been at hearing a hard-line Brecht/ Weill performer turn one of the later American songs into a grating caricature.

aside, when she told how

Lemper really sings the songs and treats early and late Weill alike with equal respect. Even in the *Maingonny* solos, where the historic records of Lotte Lenya in her later years

**Cleveland** Orchestra

FESTIVAL HALL The opening concert of the Cleveland Orchestra's London visit was hailed by Max Lop-pert on Saturday's Arts Page,

ARTS

Things move slowly in Britain in the world

Bank, and on the Hampton sile next to the National Gallery where the Sainsbury Wing is

owns the freeholds of a substantial wedge of property in the West End and, after a lim-

ited architectural competition,

exciting plans by the young architects Alan Stanton and

Paul Williams have been pre-pared for an elegant extension.

The problem now is the eter-nel one of funding: how is the Portrait Gallery to find the

ing designed by Ewan Chris-tian, which opened in St Mar-tin's Place in 1896; that great benefactor, Lord Duveen, gave the extension to the west of the

main galleries in the 1930's.

Today these premises are inadequate. The nature of the

collection demands room for growth. The number of visitors

of art and architecture. It was as long

tal 1941 comedy of Noël Cow-ard in recent years, but John David's cluinsily second-rate touring production, stopping off for a couple of weeks in Hammersmith, is not one of them. Pinter found sleek presages of his own work at the National Theatre, while Marcia Warren's Madame Arcati in the West End a couple of years ago was a clean break with the batty Margaret Rutherford

The moment Peggy Mount strides on looking like an Indian squaw concealing a multitudinous tribe of flesh and limbs in her own travel-ling tepee, you know the game of creative investigation is un. That basso profundo is in good shape and the sonic boom of the unlikely cyclist and medium ensures odd guffaws on lines like "I'll pedal home in a jiffy; it's only seven miles."

But the evening is devoid of cunning, ambiguity, rhythmic flair and sharp edge. In a word, it lacks style, something you can re-define in new ways (as The Vorter at the Garrick shows) but something yon absolutely must have in Cow-

ŧV,

There have been notable revivals of this literally immor-tal 1941 comedy of Noël Cow-ard in recent years, but John room has painted bookshelves. but even he conceded it might possibly be "important." The claims of the dead on the living underpin his follocome toying And to redistribute Coward's three perfectly organised acts into two lumps of oddly consecutive scenes is a deed of gross stupidity and barbaric Neil Stacy's Charles Con-

domine, the novelist who is researching a book he proposes to write about a homicidal medium, is a wooden complia-tion of thrusts and parries; untouched by real panic. He produces raised eyebrows and other mild expressions of surprise like a children's entertainer unstringing a line of

predictable tricks. His second wife, Ruth (Deborah Grant), is compelled to endure the invisible, inaudi-ble but, to us and to Charles, corporeal presence of her pre-decessor, Elvira. If Butherford haunts Arcati, Kay Haumond still possesses Elvira. But at least Rula Lenska, an elegant grey wraith with tumalmous ginger hair, evinces a sense of hollow, cackling fun, and a fine, voluptuous regret. Coward wrote the play to cheer up London in dark days,

with newly current ideas of charlatanism and psychic research. The "insane an abeu muddling" of Arcati, Miss Mount stretched out, immobile on the sofa like a great beached whale, is dangerously potent, while Arcati herself is the British hobbyist incarnate, fiddling about on the fringes of science and medicine. This pro duction could not care less about that sort of thing, but Coward knew very well what he was dotog.

I found myself yearning even for the unsatisfactory hut vitally intriguing play by Mar-tin Sherman recently seen at this address. A Madhouse in Gog transferred last Thursday to the Apollo, the cast still led by Vanessa Redgrave. It may not win any awards in the Noël Coward school of economy and construction, but it is written in floods of confessional tears and has its high comic moments. The title is as misding as it is unappetising.

**Michael Coveney** 



## **ALWAYS ASK FOR YOUR COPY OF THE FINANCIAL TIMES!**

become used to hearing from touring orchestras in the Festi-val Hall. Though it ended with Schubert's Ninth Symphony - a spruce, classically correct account, full toned but never over-sumptuous, rhythmically precise but not too emphatic the first half was devoted to Tippett's Triple Concerto in which the Cleveland's string principals, Daniel Majeski (vioin), Robert Vernon (viola) and Stephen Geber (cello) took the solo parts. • Dolmányi was not long ago

orchestras, keen to engage his penetrating musical intelli-gence on a more regular basis. Hearing him in these concerts and on recent recordings conduct a wide range of repertory with unfaitering command nad understanding sharpened the regret for his infrequent visits here: faw contemporary con-ductors are at once so selfless and so perceptive; few conduc-tors, in short, are so utterly

compelling. The Tippett was vividly proj-ected - again without any hint

4

European tour, and hy the final piece - the First Symphony of Brahms - they were sounding a little frantic. Earlier, the strings had delivered Bartok's evergreen Diverti-mento with impressive effi-ciency. I should have said "in excellent style," too, if their litheness and tough bite had been complemented hy some playful touches. This is music which often fakes an improvisatory air; correct templ and well-drilled sound aren't every-

thing. One example among many: each phrase in the mock-dainty polka before the end is preceded by a little upbeat swoop. Irresistible - in Europe, anyhow - to delay the downbeat by a suggestive micro-second; but the Clevelanders were flatly metronomic. In Beethoven's Plano Con-

certo "no. 2" - in fact his first - their conductor Dohnányi secured graceful, uninsistent support for their Polish soloist Krystian Zimerman, Zimerman likes to cultivate an intimate manner in concerti: disconcert-ing in, say, the Brahms Sec

ther over-anxious nor too heavily portentous, the middle ents offered precions litmovem tle relief after the Allegro. With Dohnányi encouraging every snhsidiary voice to thrust itself forward, their central sections teemed furiously; apart from the prologues and epilogues (charming in the Allegretto), there were no points of repose.

In the finale, hy which time the keen horn-quartet had got the bit between their teeth and become domineering, the dra-matic changes of tone and pace were minimised. Everybody remembers them from first, indelible acquaintance with the symphony; hut here they were reduced to mere changes of gait within a bustling over-all drive. The epic dimensions of the movement, and therefore of the whole work, were narrowed. The net effect was importunate and flash, quite unlike Dohnanyi at his best not to mention Brahms.

**David Murray** 

ARTS GUIDE June 16-22

#### MUSIC

#### London

Royal Philarmonic Orchestra conducted by André Previn, per-forming Beethoven, Royal Festival Hall (921 0800) (Tues, Thurs)

London Symphony Orchestra conducted by Kent Nagano per-forming the Messiaen Turangal ila Symphony. Barbican Centre (588 1116) (Thurs)

#### Paris

Alicia de Larrocha, piano, playing Schubert and Granados. (Mon) Théâtre des Champs Elyées (47203637).

Alfred Brendel, plano, playing Haydn, Brahms, Weber, Mend solm, Besthoven, (Mon) Salle Pleyel (45638873). (2779236).

Ensemble Intercontemporain conducted by Arturo Tamayo. Luis de Pablo (Mon). Falla, Cris-tobal Halffber, Jose Luis Delas, Enrique Razach (Tue). Both con-certs at Théâtre Renaud-Barrault (42560690)

Amsterdam Concertgebow con-ducted by Nikolaus Harnocourt, performing Schubert, Berlo, Bee thoven (Tue). Théâtre des Champs Elysées (47203637).

Ensemble Orchestral de Paris. Francoise Pollet (soprano), Jean Hubeau (piano), Nouveau Qua-tuor Viotti playing Schoenberg, Debussy, Fauré (Tue). Salle Gav-on (Assessor)

eau (45632030) Maria Tipo, piano playing Bach, Debussy (Tue), Salie Pleyel. (45632873)

even past midnight. No matter, the artist in question could hold her own over

prospect, given that Miss Lem-per combines feline sensuality

with sharp, intelligent eyes that fix the audience's

Her reputation has been

made with Kurt Weill, and it

was a selection of Weill's

Opera through to the later

Broadway shows that she sang here. Some idea of how she

feels about this music was

given in one telling spoken

songs, from The Threepenny

tread a narrow path between speaking the text and singing it, the young German put the vocal line first. Even better were the American numbers that and other distractions. Ute Lemper has come from her native Germany on a massive wave of publicity, and this "September Song," and "My Ship" from Lady in the Dark hauntingly simple, understated recital (I heard ber Friday night performance, the opening one of three) was the first chance for Londoners to bear Weill of an intoxicating kind. her sing live, an attractive

The piano accompaniments (in the professional hands of Jurgen Knieper) hlunt the cut-ting edge of the scores at their most abrasive, and a piece like the "Saga of Jenny," that marellously satirical colaboration with Ira Gershwin, does call out for the big guns of an orchestral backing. For Ute Lemper berself, though, this was a memorable London debut that showed the records do not lie.

**Richard** Fairman

### **SALEROOM**

attentic

## **Pre-Raphaelite** view

With the Grosvenor House Antiques Fair operating at full the Monypenny Breviary, with fifty full page miniatures and throttle, the salerooms are hop-ing to relieve the international s and collectors in town for this event of the London season of any spare cash by organising some important auctions this week.

Tomorrow night Sothehy's is selling 19th century pictures, with the highlight a view of the Val d'Aosta by John Brett. It is promoted as "perhaps the greatest of all pre-Raphaelite landscapes." Brett, a very slow worker, spent most of 1858 on the meticulous view, which was so admired by the critic Ruskin that he bought it for £200. Now Sotheby's is anticipating blds in excess of £750.000. Its only rival in terms of price in the auction is a view of

a waterfall in a pine forest by the German artist Caspar David Friedrich. For the artist the waterfall is an allegory of life and youth coming forth from the mystery of the forest. It could sell for £1m. Tonight Sotheby's holds another evening sale, this time of interest to all the biblio-philes arriving for the interna-

disperse.

tional Antiquarian Book Fair which opens at the Park Lane Hotel tomorrow, as well as many smaller bookfairs. It consists of the eleventh and final part of the celebrated collection of the late Major John Abbey which has taken

under the hammer.

The most importaot lot is Antony Thorncroft

fifty nine smaller paintings, by the two great French 15th century miniature makers, Jean de Montlucon and his son Jacqoelin. It was actually commissioned by a Scotsman, William Monypenny, of Ardwenny, around 1490 when he was living in Bourges, and could sell for £600,000. Christies is counter-attack-

ing with such gems as the Harcourt Emeralds, which could sell on Wednesday for £1m, making it the most expensive item of jewellery sold at auction in the UK. The thirteen stones in the necklace were mined in Colombia in the late 19th century and have an emerald weight of 162.16 carats. They belonged to the Dowager Visconntess Harcourt, and were made up by Cartier in London around

Alternatively you can buy the Crown jewels for around £15,000. Sotehby's is offering them, or rather a replica collection m gilt metal and paste, on Thursday. They look worryingly like the real thing. More indirect royal memorabilia back at Christie's on Wednesday when a collection of 65 unpublished autograph love letters written written between 1878 and 1882 hy Lillie Langtry, the mistress of King Edward

VII, to her secret and constant lover Arthur Jones, come over twenty years to



with Karl Leister (clarinet), playing Haydn, Brahms, Be hoven. Shinjuku Bunka Centre (Mon) (498 5890) (Moh) (498 5850) The Wallace Collection. Britten, Handel, Elgar, Purcell, Grainger.

Showa Women's University Hitomi Memorial Hall, near Sanrenjava (Tues) (403 8011)

Japan Philharmonic Orchestra conducted by Sir Charles Groves. Brahms. Suntory Hall. (Tues) (334 5911)

Malcolm Bilson (fortepiano). Haydn, Mozart, Beethoven. Sun-tory Hall, Recital Hall (Thur) (470 2727)

Florence Testro Comunale. Zubin Mehta conducting Mendelssohn, Beethoven and Schumann (Thur)

conducted by Alexander Rahbari with Josef de Beenhouwer, piano, playing Shostakovich and Ver-besselt (Thur).

33873)

Orchestre National de France conducted by Seiji Ozawa with Radio France Choir and Maitris performing Honegger's Oratorio Jeanne au Bucher (Thur), Saint-

Denis Basilica (42301516).

Brussale BET Philharmonic Orchestra

Orchestre de Paris conducted by Neeme Jarvi, Chidon Kremer, violin playing Shostakovich, Strauss (Wed, Thur). Salle Pleyel

## Peter Bruce on Spain's decision to plump for full membership of the EMS **FINANCIAL TIMES**

NUMBER ONE SOUTHWARK BRIDGE, LONDON SET 9HL Telephone: 01-873 3000 Telex: 922186 Fax: 01-407 5700

Monday June 19 1989

# **Spain enters** the ERM

nent. The world has changed and Spain and the UK have both changed with it. Yet it is Spain, long cocooned in Franco's last ditch effort to keep out the modern world, which is making the more profound and more rapid adjust-ment to the new realities. By contrast, the UK takes each step towards ber new destiny with head turned backwards towards such lost glories or fictitious alternatives as the cmplre, the "special relation-ship" with the US and the joys

of untramelled sovereignty. After memhership of the European Community itself, full membership of the European monetary system (EMS) has become the prime symbol of commitment to European integration. It is partly in this light that one should regard the unexpected decision of the Spanish Government to enter (ERM) only three years after joining the EC. But the unexpected decision to participate fully in the ERM also has an economic dimensio

In 1987 and 1988 the growth of Spain's gross domestic product (GDP) was around 5 per cent, the highest in western Europe. But domestic demand, led by fixed investment, grew still faster, pushing the current account from a surplus of 1.7 per cent of GDP in 1986 to a deficit of 1.1 per cent in 1988.

#### Stronger peseta

After substantial success with disinflation during the course of the 1980s, underlying inflation began to respond to the demand pressures in the second half of 1988, rising to around 6 per cent on a year-to-year basis in early 1989. In response, the Bank of Spain has tightened policy since the late summer of 1988, with money market interest rates rising from 10% per cent to close to 15 per cent. Partly for this reason, but also because of the scale of the long term capital inflow, the peseta was stroog and foreign exchange reserves have risen to \$42ba. This conjunction of circum-

stances is very similar to that of the UK a little over a year ago. There is obviously a risk that Spanish interest rates will

SPAIN AND THE UK have in common centuries of gazing away from the European conti-the UK, In order to keep the peseta within its band (even though that is the relatively wide one of 6 per cent on either side of its central rate). The dilemma will be eased, how-

ever, if the recent weakening of the peseta is maintained. Some domestic critics regret Spain's failure to go in at a more competitive rate, but a a country prone to relatively higb inflation cannot safely enter s fixed rate system at an "undervalued" exchange rate. The exchange rate itself would then impose no counter-infla-tiooary pressure, while short term interest rates would be driven down excessively, in order to resist appreciation This is a recipe for an inflation-ary explosion.

#### Imbalances

Mr Carlos Solchaga, Spain's Finance Minister, was right to take the peseta into the mechanism at the present rate and accept the consequences for the external balance (or use fisthe external balance (or use fis-cal policy more aggressively). He can take comfort from the fact that capital markets are already ignoring the intra-Eu-ropean "imbalances". Under condition for exchange anter credibly-fixed exchange rates, capital flows respond with great alacrity to relatively small differences in real rates

of return. The Spanisb Government has thrown down the gauntlet before Mrs Thatcher. It is demonstrating its disagree-ment with her surprising view that entry in the ERM should follow lower inflation rather than help to achieve it.

It is also telling her that she will be still more isolated in the discussion of the Delors report in Madrid next weekend. One unfortunate consequence is that she will be in a poor position to criticise the genu-inely weak points in the report. Worse atill, the results of the Euro-elections suggest that stout chauvinism is not very popular at home. It is likely to get less popular still over the next two or three years, as the British electorate discovers that the UK's splendid isola-tion is accompanied by that

highest rate of inflation and the lowest rats of economic growth of the larger European economies.

The snap decision to join - taken hy the Spanish Cahinet on Friday -leaves sterling as the only major EC currency still not a full EMS member. (The Greek drachma and the Portguese escudo are also outside the exchange rate mechanism.) With the Madrid EC summit that

European Monetary System (EMS).

opposite number, in London today, the talks will take place a few hours after the peseta officially joins the exchange rate mechanism of the

hen Mr Felipe Gonzalez, the Spanish Prims Minis-ter, meets Mrs Margaret

Thatcher, his British

ends Spain's presidency of the Com-munity just a week away, Mr Gonza-lez's message to London could hardly be less subtle - Britain should drop its objections to the recent Delors report supporting European monetary union and join the exchange rate

Mr Gonzalez is not a bombastic man, thongh, and he will not be pounding any tables. As much as be wants to end Spain's EC presidency with a flowids - unautoons across with a flourish - unanimous agree-ment to enter phase one of the Delors recommendations on July 1 next year and an implied commitment to follow through to total monetary union - he is already partly resigned to the likeli-hood that Mrs Thatcher will refuse. (The Delors report says all EC curren-cies should he full EMS members before the start of phase one.) But Mr Gonzalez and some other

EC leaders are beginning not to care that much abont what Mrs Thatcher does. At an informal EC Finance Min-isters' meeting on the Costa Brava last month, it was heing quietly suggested that, if the UK refused to start phase one next year, then ways would have to be found to proceed without it without it. Spanish memhership of the

exchange rate mechanism - it joins at Pta 65 to the D-Mark, and, like the Italian lira, will be allowed to fluctuate in a generous 6 per cent band – has come remarkably quickly. Less than two weeks ago, Mr Carlos Sol-chaga, the Finance Minister, promised a gathering of hankers in Madrid Spain would join before July 1 next year, but hardly anyone expected a decision so soon. Even more striking was the Government's ability to keep its intentions secret

its intentions secret. The move, although it will strengthen Mr Gonzalez's case when he presses Mrs Thatcher to take the pound into the EMS today, was made

primarily for domestic reasons: • May inflation figures published just before Friday's Cabinet meeting were the best so far this year -0.1per cent - an enormous boost for a government which has been forced to ahandon its ambitious 3 per cent infla-tion target for 1989 and which is now facing price rises of around 6 per cent for the year. Its efforts to stop runaway consumer spending have driven up interest rates and subsequent spec-ulation has strengthened the peseta to



# **Discipline** for an over-strong peseta

an uncomfortable degree. In the past few weeks, however, the currency has begun a welcome decline and closed in Madrid at Pta 64.39 to the D-Mark

in Madrid at Pta 64.39 to the D-Mark before the EMS announcement. • Mr Gonzalez, in his seventh year in power and facing a general election in June, 1990 at the latest, appears to have won a big vote of confidence in the European elections last Thursday. Normally reliable exit polls say his Socialist Party won 38 per cent of the votes, just one percentage point down on the last European poll in 1987. His two main right-wing opponents - Mr Mannel Fraga's Partido Popular, and the Gentro Democratico y Social Manuel Fraga's Partido Popular, and the Gentro Democratico y Social headed by the former Prime Minister Mr Adolfo Suarez – lost more and failed lamentably to capitalise on the Government's rift with Spain's trade unions and its troubles with inflation. Now Mr Gonzalez is gambling his anti-inflation policies and Spain's eco-nomic growth by accepting full mem-bership of the EMS. Reaction from Spanish husiness has been swift and

"It was a very courageous deci-sion," said Mr Manuel Soto of Arthur Andersen, who is a pillar of Spain's business establishment. "It is a reflection of the Government's commitment to fight inflation and to establish a new challenge for Spanish society, which will have to accept the disci-pline of the EMS.

"Although it might create some dif-ficulty, EMS membership will remind us that we are not alone in Europe. We will have to abide by the rules."

No one, in all probability, was hap-pier abont the Government's move than Mr Mariano Rubio, the Governor of the Bank of Spain, who has been beating tha EMS drum for nearly two years. With the Government hesitant about cutting its spending or raising taxes, he has had the thankless task of increasing interest rates every tima Spain's economic boom has threatened to run out of control.

Two years ago, it was costing Span-iards more than 20 per cent to borrow money. The official rate fell to nearly 10 per cent last summer, but has since risen to almost 15 per cent again. Spanish husiness has been swift and enthusiastic, despite some carping by a wounded opposition.

Taking the peseta fully into the EMS now – with prices rising, tourist receipts falling, and the trade balance so bad that the current account deficit will more than double this year to \$8bn, or 2 per cent of Gross Domestic Product – is a risky business.

Trade union pressure for increased social spending will not go away, largely because union leaders know that the Government has a huge \$42bn currency reserve cushion to fall back on hack on.

By submitting to the discipline of full EMS membership now, the Prime Minister is betraying either a reckless Spanish machismo or another local trait which recently led one long-resi-dent foreign banker to describe the Spaniards as the "Prussians of the Mediterranean."

The Government has not had an easy ride politically since the end of last summer. A one-day general strike on December 14 in protest at the conservative drift in economic policy brought the country to a standstill. Mr Gonzalez's refusal to meet subse-

quent union demands almost brought him to the brink of a panicky general

nim to the brink of a panicky general election hut his nerves have held. In January, Mr Solchaga was forced to impose a fierce credit squeeze after the browner obvious that his after it had become obvious that his 3 per cent inflation target for the year was implausible.

implausible. During the European election cam-paign, in which for the first time ever the Socialist trade union, the UGT, refused to support the Socialist Party, it looked as if Mr Gonzalez would shed votes quite heavily. But, apart from a tiny leakage to the Commu-nists, nothing happened. By placing the pesed in the EMS now, be is clearly signalling that Spain's period of complete reliance on monetary policy is at an end.

monetary policy is at an end. The 1990 hudget will be tough. The Government bas already shown some Government bas already shown some willingness to rein in its fiscal poli-cies; last month it took Pta 250bn (£1.27bn) out of circulation by cutting ministerial hudgets and raising and hringing forward corporate withhold-ing taxes

For a start, Mr Solchaga is going to have to find at least Pta 230bn to pay for a constitutional court ruling last December that has thrown Spanisb tax collection into disarray this year. The court said married couples could The court said married couples could no longer be forced to declare joint incomes. Because it bas taken months incomes. Because it bas taken months to design a new tax regime, income tax declarations have been delayed six months until November, when married couples will be able to report separately, and, hence, move into lower tax hrackets. The affair will lose the Treasury about Pta 120bn in collectible taxes and at least another Pta 100bn in interest on revenues that have not yet been collected.

been collected. But Mr Gonzalez's political arithme

tic will have told him that, if he was able to hold the Socialists' European vote last Thursday despite the bad vote last Thursday despite the bad political and economic omens, only a major hlunder – and not mere belt-tightening – can stop him winning a third general election. He may even call one early, perhaps in November. Spain's EC presidency has not been a glittering success, but the going gets tougher as 1992 approaches, and Madrid has brought the presidency's blg issue – monetary union – to the point where only the obvious oppo-nent, Britain, remains isolated. No doubt, both that issue, and the equally contentious social charter.

No doubt, both that issue, and the equally contentious social charter, will come up in Mr Gonzalez'a talks with Mrs Thatcher in London today. He is every bit as hard-working and energetic as she is, and he feeds off trouble. Picking his moment and then suddenly subjecting Spain's young and fragile economic success to the discipline of a body - the EMS -which he cannot fully control is typi-cal of Mr Gonzalez. "It is better that everyone (business, unions, and for-eign investors) knows the rules of the game," says Arthur Andersen's Mr

game," says Arthur Andersen's Mr Soto. And that is what Mr Gonzalez

## A last-minute wrangle, then restrained jubilation in Brussels

SPAIN'S decision to join the exchange rate mechanism of exchange rate metuanys ys the European Monetary Sys-tem caused the European Com-

once, a solid alibit against any accusations from Downing Street that he was again driv-ing too far and too fast down the road to monetary union.

tem with a margin of 2.25 per cent tried to talk Spain out of its request for the same fluctu-

ation margin of 6 per cent as

ing major countries, only UK officials stayed silent, though

they took copious notes.)

Indeed, there was at one point some legalistic argument that

Italy bas. (Of those repres

## The challenge of global scale

ELECTROLUX, the acquisitive Swedisb multinational, is in the process of making its elev the process of making its elev-enth takeover of s domestic appliance maker in five years. This time the prey, part of the Buderus group, is West Ger-man. Previous ones have been Italian, Spanisb, American and Budthb er well ac Company British, as well as German. As the first manufacturer in

its industry to "go global" -and to anticipate the rusb to build European-scale in advance of 1992 - Electrolux has been the subject of widespread criticism that "bigger does not mcan bctter." Its detractors have argued that the greater profitability of certain medium-sized nationa competitors, notably Hotpoint in Britain, sbows that large scale is not necessary in domestic appliances and may be a bandicap. As the doctrine of globalisa-

tion has been taken up in other industries, the critics' argument has been used to mount s much broader case against the principle of scale.

#### Economies of scale

There is certainly room for doubt about the logic of the rush to build global scale in certain industries. But in the case of appliances such as refrigerators and washing machines, the logic is becom-ing powerful. Even if national preferences for finisbed products still vary quite widely, considerable economies of scale can he achieved in product development and component purchasing, as well as in final assembly.

Hotpoint, part of GEC, has hccn remarkably profitable over recent yesrs - unlike other national players, such as Thomson in France and Thorn in Britain (Electrolux bought the latter's interests two years ago). But this success bas rested much less on production economics than on marketing flair, and on lack of strong competition in several market segments.

With the cost of product development aod new manufacturing equipment rising sharply, and with competitors starting to broaden their prod-uct ranges, Hotpoint has itself now joined the rush for scale other western multinationals which face a similar challenge. Starting today, Electrolux's by forming a joint venture with American GE. It hopes to a Management Page series on the hirth of a transnational. henefit in several ways: from

GE technology, from cheaper components, and from greater muscle in negotiations with potential continental partners. At the same time Merloni another traditional critic of the need for scale in the appliance industry, has changed course. with the acquisition of its fellow Italian company, Indesit. Officially. Thomson still espouses the national case for white goods, hut this part of its portfolio has become periph-eral to its strategy of interna-tional strength in consumer electronics, semiconductors and defence, and it can be only a matter of time before it makes a foreign alliance.

#### A head start

For all these companies, the trick from now on will be to acbieve maximum economies of scale across horders and oceans without alienating different national consumers by excessive bomogenisation. As in many other industries today, that will involve a difficult lesrning process with regard both to product strategy and to internal organisation. On both fronts the experience of the past five years has given Electrolux a head start. It seems to have used it well. On the one hand it is taking full advantage of the ability to produce wide ranges of some product types within giant fac-tories; like Daimler-Benz in trucks, it finds that the cost of

supplying many national variants tends to fall with increased scale. But it is also keeping a network of smaller European factories for niche products, and for those where transport costs do not justify cross-border shipment. Internally, the company has created an unusual organisation structure which is intended to allow tight co-ordination while avoiding the

excessive centralisation and hureaucracy that plagues many global-minded multinationals This balancing act is proving difficult to manage at present, but it may prove to be a highly effective model for the many

experience will be examined in

ened its appeal. A slight stutter has not prevented De Rossa from being one of the most enthusiastic of Dail debaters since he was first elected eight years ago. The Workers Party leader is also likely to be elected as a European MP and is looked on as a new scion of the left

and an increasing irritant in

In case the revolutionary spirit might seem to be dying out in France, the Government is doing its best to goad the population into a second storming of the Bastille by stamping firmly on any misguided attempts to enjoy the 200th anniversary of July 14 Parislans were already

it to break its normal public He was closeted with EC forreticence on monetary matters with a formal statement: "In eign ministers in Luxembourg last Monday, when in Basle Mr Mariano Eubio, the governor of Spain's national bank, first told his EC counterparts that Spain intended to be in the EMS by the end of the week. present circumstances, (the decision) takes on a particular importance for the encouragement it gives to the develop-ment of economic and mone-

tary cooperation." The added joy, for Mr Jac-ques Delors, the Commission president, was that he had, for None the less, last Friday's meeting of the Monetary Committee, composed of finance the wider margin was only and central banks officials of available to currencies that

Used to be plain Frank

"The aim is to challenge some of the sacred cows that are still mooching around the Irish political landscape," said Proinsias De Rossa, leader of Ireland's Euro-Communist

style Workers Party recently. De Rossa, 49. certainly did some political cattle rustling in last week's Irisb general election. His party made significant gains, particularly in working class areas of Dublin

and, having won seven seats in the Dail, the Irisb parliament, WP could bold a vital position in a new minority administration. Once known as plain old Frank Ross, De Rossa has been - among other things - a postman, a bus driver and an encyclopaedia salesman. At one stage he looked after the

family potato business. The Workers Party grew out of the old Sinn Fein. De Ross's political activities landed him in prison in Ireland in tha late 1950s, but since becoming party leader last year he has turned the party firmly in the direction of constitutional poli-tics and, as the election results testify, substantially hroad-

chaos.

the traditionally conservative world of Irisb politics.

Chaos in Paris

**OBSERVER** 

incensed hy the week-long ban on driving or parking in a large segment of western Paris.

The Government is now trying to provoke the tourists as well by closing the Louvre museum, already shut down for a month earlier this year, from July 11-15.

Meanwhile, the Marseille prison is up in arms because its inmates think the Bicentenary amnesty is too stingy, and the Bretons are boycotting tha July 14 Parade because they are upset by the pastiche folklore thet Jean-Paul Gonde, tha Parade's impresario. wanted to impose on them. At the root of the problem is the decision to combine the

Bicentenary with the annual summit of the seven major industrial nations. It might have seemed a good idea a year ago, when the organisation of the Bicentenary was in a state of near-collapse, but the safety of these heads of state and government is proving incompatible with mass celebrations. Add to the sevenmember summit a selection of 20 leaders from Africa, Asia Latin America and Europe, and you have a recipe for

The 20 are most definitely not invited to the summit proper, however. On the evening of July 14 the rich are invited to dinner hy President Mitterrand at the Hötel de la Marine, on the Place de la Con-corde, while Madame Mitterrand and the Prime Minister receive the "poor relations" from Africa and Asia at the Crillon next door.

Most of the summit is safely exiled to La Défense, beyond the western border of Paris, but Mitterrand could not resist showing off another of his Pharaonic monuments, so the private meetings of the seven leaders will taka place in the an immediate successor to new Pyramid of the Louvre. Karajan, they discover that The 10 kilometre sbuttle their Vienna rivals have sup-



"Can't we blame it on the solar flares?"

between the two venues has given apoplexy to the traffic control specialists of the Paris police. Already incapable of organising even a minor state visit without blocking off the Champs Elysées, this time they want to close down the entire city, including the motorway to Orly airport.

Musical chairs

The Berlin Philharmonic Orchestra is reluctantly coming to terms with the fact that its divorce with Herbert von Karajan is less amicable than the musicians had hoped. Their initial reaction was to ask Karajan to conduct a farewell concert. He declined to meet the orchestra's delega tion and seems to be switching his affections to an old flame: the Vienna Philharmonic. As the Berlin musicians deliberate whether to appoint

cluding communiqué made clear. Fluctuation margins of 6 per cent are to be allowed "for a transitional period," but they are to be reviewed "with planted them on a US tour they were due to make with Karajan in October. Karajan has also ensured that the Vienna Philharmonic will replace the BPO as resi orchestra at next year's Whit-suntide weekend concerts in

Salzburg. The Berlin musicians are none too pleased. What rankles even more is that after work-ing at Karajan's Easter Festival in Salzburg since its incep-tion over 20 years ago, the Berliners are almost certain to be ousted next year by an East European orchesira: the Lelpzig Gewandhaus.

Supporters of the Vienna Philharmonic - which is too heavily committed st the Vienna State Opera to take on the Easter Festival as well - say the Leipzigers are a much more experienced pit orchestra than the BPO. They are also cheaper.

#### Inconvenient

The long-running traffic hold-ups at the foot of Ludgate Hill near Fleet Street are caused by the excavation of London's last major bomb site. So a taxi-driver told us, and the Corpora tion of London confirms his information. Prior to develop ment, archaeologists from the Museum of London are excavating the east bank of the former River Fleet with its medieval remains. Best find so far is an 11th century wooden lavatory seat designed for three.

Irish wisdom Lord St John of Fawsley was on sprightly form on Any Questions on Friday: much more rebellious than when he was a member of the cabinet as plain Norman St John-Stevas. He thinks that the Government should abandon tha Water Bill. He also told the story of the Irishman on his death-bed being asked to renounce Satan and all his ways. "Father," he said, "this is no time to be making ene-

irately on the rest and insisted when the inflation rates of that the question of wider margins within the EMS was not for immediate negotiation. countries participating in its parity grid were all over the graph. Since then, these rates But Rome and Madrid will have gradually converged, downwards. Therefore, mar-gins of 2.25 per cent, let alone soon face pressure to close ranks with the rest, as the con-6 per cent, no longer seem so constricting. The review of EMS margins is likely by July 1990, when eight of the 12 EC states are

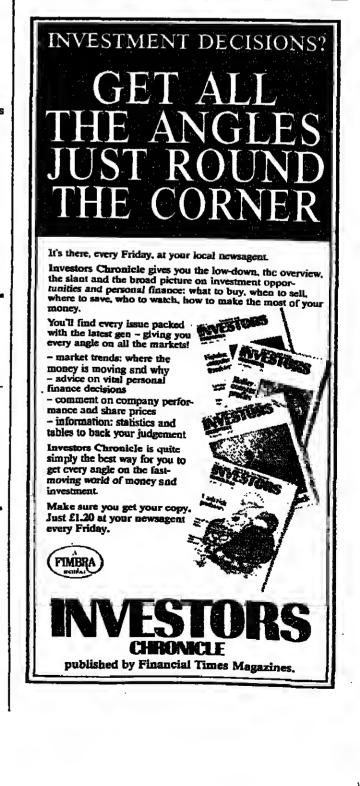
It is hard at this stage to tell whether the peseta's entry into the EMS will change this timetable. Bnt, since Spain's existing controls are on inward, as well as outward, capital flows, scrapping the curbs might strengthen, rather than weaken, the peseta inside the system.

۰.

1.1

. .·

David Buchan



Christina Lamb in Kabul talks to Yuli Vorontsov, the Soviet Union's representative in Afghanistan The man who calls the tune

hey say that in Kabal nothing happens with-out his approval. Pres-ident Najibullah often calls him three times a day. The compound where he lives with the 250 remaining Soviet officials in Afghanistan is, along with the airport, the main target of the Afghan guerrillas based in the mounains around the city. The Soviet lifeline of 40 planes s day flying in both economic and military aid to the hesieged Afghan capital is hesiegen Algran Capital is believed by diplomats to be keeping Najlhullah'a regime alive. They add wryly: "Who foots the bill calls the tune." He is Yuli Vorontsov, Soviet First Deputy Foreign Minister. He ardved in Kabul as Soviet

Amhassador eight months ago for what he described then as a "limited time" that he now says will be over "pretty soon". Ha accomplished the firat

half of his "specific task" - the safe withdrawal of 120,000 Soviet troops by February 15 with flying colours, negotiating de facto ceasefires with guerilla commanders along the danger-ous Salang highway to the Soviet Union to enable them to leave in dignity with minimum hloodshed.

The second part - starting the peace process - has proved more troublesome. Hectic diplomatic shuttling between Pakistan and Iran, hosts to soms 5m refugees and headquarters for the resistance parties, achieved little. Since the last of two meetings hetween Mr Vorontsov and mujahideen lesders hroke down in January, the guerril-las have refused to reopen the dialogue because, Vorontsov suspects, of "American pres-

sure.' Now, with the departure of the Soviet troops and the fail-ure of the mujahideen to capture the important town of Jal-alahad, consensus finally seems to be forming amongst their principal backers, Pakis-tan and the US, on the need for a political solotion. In the recent meeting between Ms Benazir Bhutto, Prime Minister of Pakistan, and President George Bush, the need for a

non-military solution was dis-cussed for the first time. Vorontsov doubts America's Intentions. "I do not believe American phrases abont a political solution because I know their plans. I know they are telling the mujahideen in Peshawar that they should

concentrate their attack on Kabul and other cities. That is what the solution is the per-fect time for negotiations. Afghans on both sides are ready but the Americans are not firing." dragging people hack to the battlefield because they want to see the military crushing of Mr Vorontsov adds: "The

Najihullah. They want their revenge for Vietnam. Last week the US State Department issued a statement of readiness to re-open high level talks with the Soviet Union for the first time in 18 months, hut Mr Vorontsov insists: "The Americans are not willing to talk to us. When Secretary of State James Baker was in Moscow last month, our Foreign Minister Shevardnadze and President Gorhachev

and President Gornachev wanted to talk seriously about Afghanistan hut he simply refused to discuss It. The Americans do not want a set lement now - they want to give it one more military try. Don't they realise three more month could ensure the write months could prove the muja-hideen are not able to win and may weaken their position? I'm

100 Miles USSR 160 Km Termez RAN Jalalaba KABUL Herat **AFGHANISTAN** Kandahar Quetta PAKISTAN

## airaid they are making s big mistake."

Mr Vorontsov warns that though be believes Najibullah is committed to negotiations, in a few more months some of the Afghan president'a more hardline colleagues may not be so agreeable. But be adds "It is not a victory yet - they are in s complicated military situation. The balance of human power is with the mujahideen but the advantage of heavy weaponry with the govern ment.

He is critical of the American strategy. They are think-ing in military not political terms. They believe if they

send in another \$1bn in arms they will win but the situation here is very different to the thinking in Washington. There are 10,000 missiles around Kabul, and the mujahideen are

> Americans are always the last to realise change. Just as it took them to 1938 to realise the change the October Revolution brought to the Soviet Union so now they are the last to realise that the Soviet soldiers have gone and many mujahideen don't see why should fight. Several missiles found in Jalaahad were not primed instaad they had notea attached saying 'Dear Moslem hrothers, wa don't want to fight."

> Many Soviet officials have expressed surprise at how well Najibullah has fared since the Soviet forces left in February when even Soviet analysts were predicting the imminent collapse of his government. collapse of his government. But Mr Vorontsov argues he was always confident of Naji-bullah'a ability. "He is a tal-ented man who learns fast. He is the proper man for this period and there is no need to change him hut be is ready to have change a new hypode

> have change, a new hroad-based government which will not be a Najibullah regime but a national raconciliation regime. The US says he should step down because no one will serve under him but be does not want to lead the govern-ment just to be part of it. Why should he hand over to the nonsense of the Peshawar people fthe Pakistan-based resistance leaders]?"

"in my last meeting with the Peshawar seven in January I restawar seven in January 1 said: If there are elections we will not only know Najlhul-lab's strength but also yours – you are self-appointed people each one claiming the backing of the nation." Mr Vorontsov

says that, when he told the Pakiatan-baaed resistance groups this, "they were quiet except for Galbuddin's representative hecause who will snpport Khalis or Sayyaf? No-one knows them in Afghanistan. Maybe Rabbani will get some votes because he's from the north."

This a curious analysis of the relative strengths of the four fundamentalist leaders ont of the seven Peshawar-based resistance groups. Gul-buddin Hekmatyar is the ader of the most extreme fun-



Moscow's man in Kabul: Yuli Vorontsov, Soviet ambassado

#### damentalist group; though he benefited from Pakistani and US support during the Soviet occupation be has no strong base within Afghanistan and his fighting group has the poo-rest battlefield record. Yunis Khalis, Rasul Sayaf and Bur-banuddin Rabhani all have extensive power hases and family connections within Afghanistan.

Vorontsov claims that some of the seven leaders have begun negotiations with Najihultah which will soon be made public. "At the moment they are denying they met him, and the US is accepting this at face value. They should realise this is Afghanistan not Detroit. "The alliance is split already and soon it will be official.

When they created the interim government they committed suicide. They are working on different wavelengths in differ-ent directions. Several leaders will fade away taking their mil-

lions from wheeling and dealing with Saudi, American and Pakistani money and settle in

Switzerland."

government has caused him one problem because all seven leaders are in lt. "We will meet them as an alliance of seven but not as an interim government because we do not want to give them the opportunity to say that because we met them we recognise the government." Mr Vorontsov claims Najihullah's previously factioo-rid-den People'a Democratic Party of Afghanistan is now united although to other observers in Kabul there is no evidence to suggest that the deep rifts between the Parcham and Khalq wings have been resolved. He admits however that "there could be differences and jostling for power in the party once negotiations are under way."

He believes Zahir Shah, the

THURSDAY, 29TH JUNE 1989

former king now living in exile in Rome, could be the man to bring the two sides together. He realises this and has a plan which he's outlined to me and it is realistic." Vorootsov says the Afghan

involvement is still "costing too much" though at an esti-mated \$500m a year it is far less than the hillions of dollars which the Soviets admit to having poured into the nine year occupation. "The Americans say we have stockpiled hut I promise everything we left has beeo speot during the Jalalabad battle. According to our military specialists the amount of ammunitioo used at Jalalabad is four times that speot in the battle of Stalin-grad because, unlike the Ger-man and Soviet armies, the Afghans are getting it for free and so are not economical."

"We have closed the gas pipeline Ifrom Afghanistan to the Soviet Unico) so the government is now earning noth-ing. Everything we snpply them - food, mooey, arms -is free. The Americans say they will huy back their Stingers so maybe after the war we will buy back our tanks to help provide the millions needed for reconstruction."

Mr Vorontsov denies that his Government bas any objectives in Afghanistan. "People keep forgetting we did not install this regime – in fact they were strangers to us. It is an Afghan regime and we cannot just take away what we did not create. received 11 requeats to We send our troops and rejected

He admits that sending the more was a mistake. "Our troops was a mistake. 'Our idea was to help. Our mistake was we should have done it differently as we are now with-out force." He adds: "While we were here we made more mis takes which history will judge. It was our mistake to christen the PDPA communists. They're not - they are progressive nationalists and good Mos-

Mr Vorontsov hopes peace will come this year. "We could start with proximity talks as we did with the Geneva Accords, then later have direct talks. But the American deci-sion is not to have negotia-tions. They want the same humiliation for us as they had in Vietnam. They want to see Soviet embassy staff clinging to helicopters to take us away but I keep telling them my roof is no good for belicopters."

## LOMBARD Remains of the Rose

#### By Colin Amery

THE BATTLE over the recently discovered remains of the Rose Theatre on the South Bank of the Thames in London has stirred archaeological and Thespian passions. Commerce and history have been made to play opposing roles on the public stage in a struggle that is not as epic as it might appear. There is nothing new about the play of market forces on the South Bank. The impresa-

rio Philip Henslowe opened the Rose Theatre in (circa) 1587, where it is recorded that he staged the first performances of Shakespeare's Titus Andron-icus and Henry VI. But he was soon to face rival playhouses in Southwark, and it was comnetition from the Globe, which

opened in 1599, that led to the demolition of the Rose in 1603. Thespian protesters have deplored the decision of Mr Nicholas Ridley, the Secretary of State for the Environment,

not to schedule the remains of the Rose as an ancieot monument. They are unhappy with the compromise reached with the developers of the offices on the site, despite the fact that preservation of the remains and their accessibility to the public is now assured. A rede-

sign of the lower floors of the proposed office building will both protect and exhibit the rema Theatrical protesters are a special breed. They see the site

as a holy shrine that should never again be sullied by any form of development. They have called for a judicial review of the Environment Secretary's decision. If there is any inquiry lt will show the difficulty of scheduling any site after planning permission has been granted for development. The spectre of substantial compensation is bound to be raised. When English Heritage's total annual budget for archaeology is only 17m, it is unlikely that the estimated

compensatioo of np to £30m could he paid from public funds Mr Ridley has acted carefully, using the voluntary code of practice that has existed hetween developers and archaeologists since 1986. His officials at English Heritage

#### tary agreement. The remains will be excavated and preserved on the site and will be accessible to the public "in muscum conditioos." The developers of the proposed office building have agreed to substantial design changes to ensure that pile driving and coostruction work will not damage the remains, and the huilding work will be moni-tored by English Heritage.

19

All this has been accomplished under the 1986 volun-tary code, an agreement between the British Property Federation and the Standing Coofereoce of Archaeological Unit Maoagers to encourage co-operation between develop-ers and archaeologists. In fact there has been little tension between developers and diggers; a highly publicised epi-sode like the Rose Theatre dis-covery can distort the picture.

in the three main areas of Londoo where there are important arcbaeological remains -Southwark, the City and West-minster - some 500 sites have beeo excavated or examined in the last 10 years. Of these only seven have been deemed important eoough to demand special measures for their preservation. The Museum of Loodon bas some 350 archaeologists ready to dig in the apital, and grants from both developers and Eoglish Heritage ensure that oecessary work is carried out.

The Rose row does offer some lessons. The scheduling of nationally important arcbae-ological areas and mooumeots needs to be speeded up. Once it is known precisely where these areas are, local authorities should insist upon proper eval-uation of important sites before the granting of planning permission. The loog awaited Government circular on planning procedures and archaeol-ogy should be issued forthwith.

The next site in Southwark to be developed is known to be the site of Shakespeare's Globe Theatre. Proper time must be allowed for the fullest possible evaluatioo of the remains, particularly as a replica of the Globe is now definitely to be built. Time, careful excavation and a mixture of public and private funds should ensure that there is not another storm in a cockpit.

CONTRACTOR AND ADDRESS OF A STOCK OF A STOCK

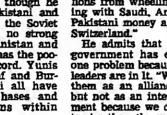
#### APPLICATION FORMS MUST BE LODGED AT THE SANK OF ENGLAND, NEW 7 COMPETITIVE APPLICATIONS

feel that all that could have

heen achieved hy scheduling has been achieved by volun-

ASJUS (J), NEW CHANGE, LONDON, ECAM SAA NOT LATER THAN 10.00 () A.M. ON FRIDAY, 30TH JUNE 1989, OR AT ANY OF THE BRANCHES OR AGENCIES OF THE BANK OF ENGLAND NOT LATER THAN 3.30 P.M. ON Each competitive application must be for one amount of Stock and at one price expressed as a multiple of 1/32nd of £1 per £100 normal of Stock and must be for a minimum of £100,000 normal of Stock.

The Bank of England reserve the right to reject any competiti applications will be ranked in ascending order of price large competitive applications will be ranked in ascending order of price for each Stock and applications will be accepted from stockholders whose competitive applications are at or below the highest price at which the Bonk of England decide that any competitive application should be accepted for thet Stock ("the highest accepted price"). STOCKHOLDERS WHOSE COMPETITIVE APPLICATIONS ARE ACCEPTED WILL BE PAID AT THE BRICSS AT MAINERY ADRI LED Exercise to Stock applications which are accepted and which are made at prices below the highest accepted price will be accepted in full; competitive applications which are accepted in full; competitive applications which are accepted and which are made at the highest accepted price may be accepted in full or in part only. THE PRICES AT WHICH THEY APPLIED. For Bach Stock, th NON-COMPETITIVE APPLICATIONS



He admits that the interim

## Dilemma for Lloyd's

From Mr Alan Smallbone Your leader (June 9) identi-fiea two principles: that "names" (members of Lloyd's) should pay only their own losses; and that after 36 months their liability should be closed off. The second can only be achieved if someone else then assumes responsibil-ity for unqualified and unnotified claims - which appears to conflict with the first.

But in reality it does not do so if those taking on such risks are properly paid. The key word is "properly". Underwrit-ers are under an obligation so to calculate that premium, known as the reinsurance to close (RITC), as to deal fairly with those on both closing and accepting ayndicatea, which

 $(2^{n})$ 

2

Ĵ٢.

inevitably involves including an amount for incurred but not reported (IBNR) losses. Notwithstanding the seem-ingly endless deterioration of old years, requiring today's underwriters to pay for late-ad-vised incidents decades old, and the hopeless insufficiency of too many past IBNR esti-mates, the inland Revenue has started to question this component of the RITC as a tax

avoidance device. Your own suggestion that Lloyd's abould abandon "notions" such as unlimited liability smacks unhappily of the Inland Revenus's incom-

should go without - or that other "names" should step in sooner, to carry their losses? If the latter, are they to be paid in advance for this? If so, how? And if not, what of your first principle? Or are yon being constructively radical? Are yon suggest-ing that the increasing numbers of (often corporate) investors in the shares of

LETTERS

investors in the shares of Lloyd's underwriting agencies, who contribute nothing at all to the security of the Lloyd's policy, but whose hunger for dividends may encouraga unsound underwriting on the backs of "names" capital, should be required to join in the resures? the rescues? Alan Smallbone,

30 Temple Fortune Lane, NW11

#### Government attitude to industry

From Mr Derek Coggrave. Sir, The UK Government's attitude to manufscturing industry is that, having pro-vided a free market, the ailing infant will grow into a strong, healthy child "Laggards in the export race" (June 5) illus-trates that the only sectors of

the engineering industry with good prospects are aerospace and defence equipment. The paradox is that this is tions enforced by law. This would seem to indicate that the Government should move from a dogmatic to a more the section of industry most tightly controlled by the Gov-ernment, with "golden" shares, pragmatic approach to industries' problems. restrictions on foreign share holdings, qualifications regula-Derek A. Coggrave, 23 Wentworth Park, N3

#### Investment management tempo speeds up

From Mr David Damant. Sir, Mr Alex Hammond-Chambers of lvory & Sime makes some perfectly valid points in his letter (June 8) But my comment that judgmental managers will be out of business within five years" was not essentially concerned with opposing judgmental to quanti-tative techniques; judgmental methods have indeed survived in the US in the current situation

My point is that, with the of rapid computerisation of all types of stock exchange infor-

## Selling medical data

From Dr Abraham Marcus. Sir, On June 9 you published an article on your technology page shont the activities of two companies which have been giving "free" computers to general practitioners in order to obtain prescribing information to be sold to the pharmaceutical industry.

which seems to have been con-The Department of Health has sent a letter to both com-panies. AAH Meditel and Vamp, outlining the legal posiveyed to your correspondent by the companies and the doctors using their systems.

tion. This says that GPs cannot The white paper on the NHS disclose prescribing informa-tion without obtaining permisforeshadows the computerisa-tion of the whole of general practice. Some 10,000 practices sion hoth from the Family Practitioner Committees, will eventually he producing which own the data, and from data. Leaving aside the legal tha individual patients with whom they have a relationship position, anyone with the technical and financial resources of confidentiality. This is a very different view from that could have purchased data without the large investments made in the "free" systems. Abraham Marcus, Update Computers, 19-30 Alfred Place, WCI

## Turn back London's tide

From Mr Charles Hozel Sir, Recent correspondence in the FT noted the effective-ness of water transport in Venice. That is unfair; Venice does not have to contend with tidal flow. The Thames will not realise its full transport potential until the tide is removed at least in the London area. This is less improbable than

it may seen. Weirs on rivers are an ancient means of tidal and flow control; a weir located just to the east of the Victoria docks would

• Stop the tidal movement upstream from the weir, enabling a design of river transport suited to a fixed draught and headroom, and not requiring an npstream approach to piers; Ensure that lock gates

into the inland dock basins could remain open, permitting fast river transport to enter the

City airport terminal area; • Cause flotsam to move more slowly, allowing easier removal and identification of tha source responsible, thus reducing a principal problem for river transport.

A river crossing is about to be constructed to the east of the docks; it could be incorporated into a weir design. The crossing could be shared with a rail crossing connecting the Kent/Dover services with the North London lins to Fenchurch Street, Liverpool Street and the City airport terminal. Absence of tidal movement

would open up the Thames for greater leisure use and safer sailing. The sea level is known to be rising; flood precautions will probably have to be replaced hy about 2010; a weir can meet the revised needs.

In this way, at a cost not much greater than the pro-posed Thames crossing east of the docks, both a road and rail crossing would be provided plus improved potential for river transport, replacement of the present barrage, and better leisure opportunities.

The Government is throwing £750m st the Central line without, apparently, providing any real increase in the capacity of this London tube line. But not a penny to Thames transport. A few millions spent there, and Mr Ken Livingstone, the for-mer leader of the Greater London Council, would have gone down into posterity after all. Charles Hazell 16 Bemish Road, SW15

OFFER TO PURCHASE UP TO £400,000,000 81 per cent TREASURY STOCK, 1994 12} per cent EXCHEQUER STOCK, 1994 123 per cent TREASURY LOAN, 1995

BY AUCTION ON AN OFFER PRICE BASIS

1 THE GOVERNOR AND COMPANY OF THE SANK OF ENGLAND invite applications from holders of 6) per cent Treasury Stock, 1954, 12) per cent Exchequer Stock, 1994 and 12) per cent Treasury Loan, 1995 to sell all or part of their holdings on the basis set out in this notice. The maximum amount of Stock to be purchased by the Bank of England under this offer will be £400,000,000 nominal of Stock.

2 This offer is open to stockholders whose holdings are on the Bank of England Register, the Bank of Ireland, Selfast, Register and the National Savings Stock Register or, in the case of 122 per cent Treesury Loan, 1995, are held in the form of bonds to beerer.

3 Settlement in respect of applications which are accepted will be made in accordance with paragraphs 10 and 11 below on Monday, 3rd July 1988. 31 days rebate interest will be deducted from the price paid for purchases of 8 per cent Treasury Stock, 1994; 131 days accrued interest will be added to the price paid for purchases of 122 per cent Enclaque Tock, 1994; and 49 days accrued interest will be added to the price peid for purchases of 122 per cent Treasury Loan, 1995.

4 Stock in respect of which applications are accepted will be acquired by the Bank of England free from all itens, charges and encumbrances and with all the rights now or hereafter attaching to it except, in the case of 8 per cent Treasury Stock, 1934, the right to receive the interest payment due on 3rd August 1989.

5 Method of Application

- Applications may be made on either a competitive or a non-competitive basis, as set out below, and must be submitted on the printed application forms referred to in persgraph 12 below. Each form must comprise either one competitive application or one non-competitive spplication, A separate application form must be completed for each Stock. 100
- For holdings on the Bank of England Register or the Bank of Ireland, Beltast, Register and holdings in the form of bonds to bearer: 69

Beitart, Register and holdings in the form of bonds to bearer: In the case of stockholders who are not members of the Central Gitts Office (CGO) Service, enther the application form must be accompanied by stock certificates [and/or bonds to bearer, together with outstanding coupons] for at least the amount of Stock started on the application form, or the stock transfer form incorporated in the application form must have been certified. The Bank of England will not accept forms for certification after 11.15 a.m. on Thursday, 29th Juna 1989. Separate attengements have been made under which get-edged market makers may make competitive applications by telephone to the Bank of England not later than 10.00 e.m. on Friday, 30th June 1988. Application forms and atock certificates fand/or bonds to bearer must be lodged at the Bank of England, New Issues (J), New Change, London, EC4M BAAA not later than 10.00 A.M. ON FRIDAY, 30th JUNE 1989, or at any of the Branches or Agencies of the Bank of England not later than 3.30 P.M. ON THURSOAY, 29TH JUNE 1989. For holdings on the National Savings Stock Registar:

6 Competitive applications must be for a minimum of £100,000 nominel of The International Stock Exchange in the United Kingdom.
FSTOCKHOLDERS ARE UNCERTAIN AS TO THE BEST COURSE TO FOLLOW THEY SHOULD CONSULT THEIR STOCKBROKER, BANK MANAGER, SOLICITOR, ACCOUNTANT OR OTHER PROFESSIONAL AOVISER.
Banks of £100,000 nominel of Stock, Subject to these limits, applications relating to registered stock may be made in multiples of £100.
DECAURSE TO FOLLOW
The International Stock Exchange in the United Kingdom.
If STOCKHOLDERS ARE UNCERTAIN AS TO THE BEST COURSE TO FOLLOW THEY SHOULD CONSULT THEIR STOCKBROKER, BANK MANAGER, SOLICITOR, ACCOUNTANT OR OTHER PROFESSIONAL AOVISER.
BANK OF ENGLAND
LONDON
This international Stock Exchange in the United Kingdom.

To obtain an application form complete the coupon below and send to : Bank of England, FREEPOST, New fasues, New Change, London, EC48 4FA. No stamp is required.

Application forms relating to 123 per cent Exchaquer Stock, 1594 ... Application forms relating to 123 per cent Treasury Loan, 1995 Tick as appropriate Nome. PLEASE USE Address. BLOCK LETTERS

- A non-competitive application must be for not less than £1,000 nomina and not more than £100,000 nominal of Stock.
- Only one non-competitive application in respect of each Stock may be submitted for the benefit of any one person. Multiple applications or suspected multiple applications are liable to be rejected.
- The Bank of England resorve the right to rejected. The Bank of England resorve the right to reject any non-competitive application. All non-comparitive applications which are accepted will be accepted in full AT A PRICE FOR EACH STOCK ("the non-competitive price") EQUAL TO THE AVERAGE OF THE PRICES AT WHICH COMPETITIVE APPLICATIONS HAVE SEEN ACCEPTED FOR THAT STOCK, the average being weighted by reference to the amount accepted at each price and ROUNDED UP TO THE NEAREST RULTIPLE OF 1/32NO OF £1. 663
- All applications under £100.000 nominal of Stock will be deemed to be non-competitive and, if accepted, will be accepted in full at the competitive price.

8 The Bank of England may accept applications in respect of only one or two of the Stocks and may purchase less than £400,000,000 nominal of Stock in total. The amount of each Stock purchased will be determined by the Bank at its discretion.

- 10 Payment
- For holdings on the Bank of England Register or the Bank of Ireland, Belfast, Register and holdings in the form of bonds to bearer:

Benact, Register and notionings in the form of bonds to bearer; Stockholders whose applications are accepted and who ara members of the CGO Sarvice will be notified by telephone of the amount of Stock in respect of which their applications have been accepted by 10,00 a.m. on Monday, 3rd July 1989. Payments to CGO Service members in respect of registered Stock purchased under this offer will be made by assured payment through the CGO Service against dalivery of the Stock on Monday, 3rd July 1888. Payments of £7,000 and above to other stockholders will be made through the Clearing House Automated Payments System on Monday, 3rd July 1988 if the relevant details have have notice and in Section Eef the acolication form, in all other cases payment been given in Section Eof the application form. In all other cases payment will be made by cheque despatched on Monday. 3rd July 1989 by first class mail at the risk of the stockholder to the address shown in the application form.

For holdings on the National Savings Stock Register:

Payments to stockholders whose applications are accepted will be made by crossed warrant sent by mail by the Oapartment for National Savings,

11 Balance certificates, where applicable, will be despatched after registration of the transfer of the Stock purchased. Balance bonds to beerer, where applicable, will be available for collecton by the Lodging Agent from the Bank of England, Securities Office, Threadneedle Street, London on or after 6th July 1589.

NSSR Register Bank Registers\* \* The Bank of England Register OR the Bank of Ireland, Belfast, Register OR bonds to bearer Postcode\_

mation, all approaches to the investment problem - includtional approaches will hardly be upset. ing the judgmental - will have But any fund management to become systematic to a degree which will so radically change the tempo of investhouse which does not plan now for a significant degree of sys-temisation in that time period ment mansgement as to amount to a difference in kind. is, I believe, making a funda-mental mistake. At the moment there are niches of Some computerisation can be very rspid (for exampls, opportunity which there is prices and dividend informatime to exploit; these time tion); some will take five or lengths - and some of the perhaps seven years (for exam-ple, the creation of data banks niches themselves - have a limited shelf life. comparable sccounting David C. Damant, information). And there will be Paribas Asset Management, some areas where the tradi-68 Lombard Street, EC3



## **FINANCIAL TIMES** Monday June 19 1989



A Primary Charles

1

#### Janet Bush on Wall Street

## Enjoying the 1838 overture

"We were s start up company with 150 years of history," says Mr Thacher Brown, President of 1838 Investment Advisors.

He is referring to July last year when he and his colleagues hought out their money management company from Drexel Burnham Lambert, the first of what turned out to many divestitures after Drexel'e settlement of securi-ties fraud charges with the Securities and Exchange Commission.

The company's new name refers to the year 1838 when Mr Francis Drexel, a musician, turned his talents to invest-ment advising in Philadelphia and introduced to the securi-ties industry one of its most famous nan

A year into the company's independence, Mr Brown and Mr John Springrose, who looks after the marketing of 1838's fixed income and equity man-agement business, are enjoying life.

Although the husiness had always been based in Philadel-phia and was run as an autonomous unit, there has been a measure of relief in coming out from under Drexel's umbreila. It wasn't a killer being part

of Drexel during the investiga-tion and after the indictments, hut there was a cloud over us," Mr Springrose says. He reckons that about 80 per

cent of new husiness comes from searches using consultants who put pass on names of money managers to clients. In a hugely competitive business where it is already diffi-cult to choose between money managers, the indictment meant that Drexel's team would sometimes be weeded out at the start, despite its fine reputation.

in the year since Drexel sold the husiness, 1838 has increased its total of funds under management from \$2.2bn to \$2.8bn, a more posi-tive performance then its new owners expected.

In the first year they were simply concerned to hold the old business together, but they have in fact bired two more employees hy two and increased husiness.

Mr Brown believes there is a

By David Buchan In Brussels and Peter Bruce in Madrid MR FELIPE GONZALEZ, the Spanish Prime Minister, arrives in London today in a last minute attempt to per-euade Mrs Margaret Thatcher, the Britisb Prime Minister, to drop her outright opposition to European Community monetary union and an EC social pact ahead of the Madrid sum-

mit next week. The two leaders will meet for hrief talks just hours after the peseta formally joins the exchange rate mechanism of the EMS after the Spanish cab-inet decided on Friday to speed

inct decided on Finday to spect up its entry. The Socialist Government's decision, prompted hy a sharp fall in inflation in May and a solid result in the European

solid result in the European elections, has been widely wel-comed by Spanish husiness. Mr Carlos Solchaga, the Finance Minister, said it was unlikely that by subjecting the peseta to exchange rate disci-pline that the country's fore-cast 4.5 per cent economic

growth this year would be damaged and that the decision would provide the Government with an important weapon in its fight against inflation.

Gonzalez to talk with Thatcher

However, Spain is likely to come under pressure in coming months from most of its partners in the exchange rate mechanism to reduce the 6 per cent margin within which the

peseta can finctuate against other EMS currencies. The majority desire to reduce margins within the EMS, which will also affect Italy where the lira has always had a similar 6 per cent fluctu-ation band in the system, became evident at Friday's meeting of the EC Monetary Committee.

It reflects the feeling that convergent inflation rates convergent initiation rates among the countries participat-ing in the mechanism now makes it possible for them to the their currency rates more

tightly together. Seven of the nine currencies in the system

are allowed to fluctuate against each other hy only 2.25 gins.

against each other hy only 22s per cent np or down. At the Monetary Committee meeting, a concerted effort was made to try to talk Spain into joining with exactly or nearly the same 2.35 per cent band for the peseta. This was quashed only when Italy supported Spain's desire for a wider band. Spein's desire for a wider band. But the committee, compos of finance and central bank officials of the Twelve, agreed to review the wider - 6 per cent - margins "with a view to have such margins reduced as

soon as economic conditions Mr Solchaga responded by saying the peseta's full 6 per cent room for manoeuvre would not be used except in cases of "sharp movements" ou the currency markets. Changes to the EMS exchange rate mechanism two years ago

have, in fact, made it easier for national authorities to intervene before currencies hit the

limits of their fluctuation mar-

To maintain the peseta's par-ity, Spain will be able to draw on short and medium-term financing via the European Mone-tary Co-operation Fund. Spain had already committed 20 per cent of its reserves (gold and dollars) to this fund as a condi-tion of joining the EC. Later today, EC Finance Ministers meeting in Luxem-bourg are due to announce a new weighting for the Ecn which, from September, will include the peseta and the Por-tuguese escudo. ancing via the European Mone-The 15 per cent limit on foreign ownership of Rolls-Royce and

include the peseta and the Por-taguese escudo. The weighting for the peseta is expected to be just over 5 per cent. But forming part of the Ecu basket is not necessary for the Spanish currency to have been set, as from today, a cen-tral rate against the Ecu for the purposes of joining the EMS exchange rate mecha-mism.

THE LEX COLUMN The foreigner in the Rolls Royce

**Racal Telecom** 

ownerating of Rolls-Royce and British Aerospace is impracti-cal, unnecessary and ineffi-cient. In these days of global equity markets, it is ludicrous to expect foreigners to hny shares one day, knowing they may have to sell a couple of weeks later once the registrars have couple of most the events. Share price 550 450 350 250 1989 Jun Oct '86

Both point out that it is non-sense to use traditional price/

earnings ratios to value cellu-

"pop", or double what British Telecom paid for a minority stake in McCaw in January -a price which seemed excessive at the time. Meanwhile, in the UK, Racal Telecom is valued at about \$100 per yon - three

as it did with the Ruwaitis. Unfortunately, it is not as simple as that, and the fact that the matter has not been sorted out after more than a year of wrangling between the DTI and Brussels shows how entrenched the political issues are. For the Government the very principle of national own-ership of strategic assets is at stake, while for Brussels it is a question of discriminatory treatment of fellow European citizens. citizens.

The chances are that the final compromises will be little better than the present arrangement. The idea of mak-ing a distinction between Euro-peans and other foreigners would be an administrative nightmare, whereas the intro-duction of a new category of non-voting shares offends against the level playing field. The least bad compromise would be to raise the calling; but any debate about the appropriate level exposes the nonsense of the whole thing. As soon as a new limit starts to bite it becomes as objection-able as before, but a celling that is forever above the level of foreign demand might as well not be there. The only sen-tible output the there are only sensible option would be to ecrap it altogether, but given the Government's intransigence,

with cosy duopolies forever, and new mobile technologies are emerging which promise to be viable mass market alternabe viable mass market anema-tives to cellular. The British Government has already said it plans to inject more competi-tion into the mobile market early next decade by licensing two new "personal communica-tions" while these two new "personal communica-tions" operators. While these could not he cellular look-alikes, they would be similar enough to compete for custom-ers. As a result, ceullular com-panies are not guaranteed half the mobile market for eternity, and the fat margins investors are anticipating will be squeezed. At the same time, on hoth sides of the Atlantic, there is renewed interest in there is renewed interest in auctioning the air waves, the cellular companies' key resource, to the highest bidder instead of giving them away virtually for free. While the hulls argue that none of this will harm cellular companies' profitability in the short term, the long-term

about £100 per pop - three times what it was floated at only last autumn. short term, the long-term impact could be severe. And that, after all, is the relevant time horizon since cellular companies are not expected to lar companies - the invest-ment costs are so high that most cellular operators have yet to make money. Even so, the fashion of using pops make large profits in the short run anyway. Stock markets are not discounting these possibilities. When they do, cellular prices will go pop.

#### Beecham

the populations of using populations of the areas where cellular companies oper-ate — means valuations have lost touch with reality. Given that the penetration of cellular phones in the US and the UK is Tomorrow's special meeting of Beecham shareholders should nod through the merger with SmithKline Beckman, but it is not going to produce an answer to a key question puz-zling professional money man-agers. Will the stock of the new agers. Will the stock of the new

agers, will the stock of the new group — SmithKline Beecham — be given a full weighting in the FT-SE 100 index and the S&P 500? As it will be owned 50/50 by shareholders on both sides of the Atlantic, it would make cense to have a full make sense to have a full weighting in both indices.

However, as brokers James Capel have spotted, life is not that simple. There are plenty of international companies from BP downwards which would cry foul if the new group were allowed into the S&P 500 before them. S&P does not seem to like foreign companies and despite the transatlan-tic image, SmithKline Beecham ng to ha out to prove that it should be treated as an exception. If it is not then there must be a worry that the US portion of its share register will dwindle over time. However, the good news is that if the new group is given fall weight in the FT-SE, then the index funds will have to double their effective investment in Beecham.

Ś



West German Chancellor Hehmut Kohl and his wife cast their votes yesterday for elections to the European Parliament. Throughout Europe, 150m people were eligible to vote in seven countries

**UK Tories face split over poll Continued from Page 1** Greece goes to polls Ternout appeared to be down

in national elections Greece yesterday went to the polls in national elections in which Socialist Prime Minister

be as had as the 12 point lead for Labour projected by a BBC exit poll, but the weekend saw intense speculation about the implications of such a poor performance for the cabinet

## Rditorial comment and Back-ground, Page 18 **Brazil bank** chief may quit after stocks crisis

By John Barham in São Paulo

MR ELMO de Aranjo Camões, president of Brazil's central bank, is expected to announce his resignation today after the stock market scandal that rocked the country's financial market hat mark

markets last week. Mr Camões is the main shareholder in a hrokerage severely damaged in the scan-dal. Mr Camoes said he left day-to-day operations at the brokerage Capitanea to his son, when he took over at the central bank in 1968.

Brazil's stock markets were Brazil's stock markets were closed last Monday after one of their leading speculators, Mr Naji Robert Nahas, failed to honour \$51.1m in debts on June 9, plunging local capital markete into crisis. They reopened on Tuesday, but a 10 per cent limit was imposed on share price oscillation. Mr Sergio Barcellos, presi-dent of the Rio de Janeiro exchange, where Mr Nahas was most active, has temporar-ily stepped aside. During the

ily stepped aside. During the

mnecessarily.

only about 1 per cent of the population and the subscribers are shared between two companies in each area, the actual cost of each subscriber would be closer to \$30,000. The answer, of course, is that the infant mobile commu-nications revolution has a long way to go. In future, we are told, everybody, not just the city yupple and sales manager, will want a mobile phone. This

prediction may be spot on, but the current valuations can only be justified if another key only be justified if another key assumption — that the current market structure is set in stone — is also valid. If each of the established operators were guaranteed half of the cellular market in perpetuium, if no new technologies were intro-duced in challenge cellulard duced to challenge cellular's

weeks later once the registrars have caught up with events. As the business of both compa-nies is so international, it is not clear why the sharehold-ings should be so arbitarily constrained; and while the degressing effect on tha share price may be less than the companies like to think, the market is still being distorted unnecessarily. If the Government wants to protect itself against any spe-cific threat to its defence inter-ests, it has other ways of doing so. The Golden Share may not be a particularly potent wespon, but the MMC is per-fectly capable of telling unde-sirable foreigners to push off, as it did with the Kuwaitis. Unfortunately it is not as

tremendous future for indeven dent money management com-panies which offer clients the service one would expect from investment advisors who own, and therefore have a financial

etake, in the husiness. He sees the huy-out of 1838 from Drexel as part of a trend of deconglomeratisation. Last week, Shearson Lehman Hut-ton announced that it was sell-ing its institutional money

management businesses to some of its managers. One of the claime to fame of the 150-year old Philadelphia company is that it runs one of the alloct elected and hand the oldest closed end bond funds around. Launched in 1973 as the Drexel Bond Deben-ture Trading Fund. It is now called the 1838 Bond Depenture Trading Fund.

Over the last 10 years, the fund has achieved an average annual total return of 12.11 per cent compared with 10.72 per cent on the benchmark Shearson Lehman Government-Corporate Index.

Of the \$2.8hn under manage-ment, \$1.3bn is in equities and \$1.5bn in bonds. Like many other money managers, 1838's investment strategy is based on tracking the performance of the Standard & Poor's 500 on the argument that the index invariably ontperforms stock

pickers. Like the S&P 500, 1838 is fully invested in equities at all times and replicates the mix of the index by maintaining, for example, 12 per cent in tech-nology stocks. In bonds, like the Shearson index, 1838 is fully invested, has 70 per cent in government securities and maintains an average life of 10

years. Within these formuli, value can he added by choosing stocks within sectors or bonds within a segment of the yield curve: stocks or bonds which are neglected, unloved and undervalued.

Mr Springrose has a few ideas of how the business can expand. The first is into the infernational arena. The sec-ond is into the public, as opposed to private, peneion fund arena.

Public pension fund assets are growing fast while corpo-rate pension plans are shrinking. This is partly becsuse companies are changing the mix of employee benefits sometimes by repiscing come of the benefits of a retirement plan with a stream of income from an Employee Stock Ownership

Plan, for instance. It is also because, with the wave of buy-outs and takeovers, many private peosion plans have been liquidated as companies are swallowed. on the level of five years ago. The same appeared to be true for Spain and Portugal. Greece, which like Luxem-bourg also held a general elec-tion yesterday. But there was some initial chaos in Greece when returning officers failed to show up on time. In the UK, a number of Tory

members of both the Westmin-ster and Strasbourg parliaments said the etridently nationalist and defensive tone of their party'e cam-paigu – decided on by Mrs Thatcher – had contributed to the Government'e defeat. Mr Edward Heath, the for-

eral election.

By Paul Betts in Paris

forces

Alaccio Algiera Ansterdica

Achens Barcelon Barcelon Barcelon Barlin Balgmde Barlin Barntz Bornbay Bornbay Bornbay Budapael B Airee

Cairo Cape Town Ceracas Casabiunca

Catalogue Cologne Copenhaj Cortu Dollas Deblin

SIX EUROPEAN and North American companies including Plessey, Thomson, and Sle-mens, have linked to develop a

new telecommunications sys-tem for Nato's European

The development cost of the

military telecommunications

system is expected to reach about \$350m. For the six indus-

trial partners, however, it could lead to orders worth \$4hn.\$5bn over 20 years if Nato

gives final go-ahead for the

venture next year. Technical responsibility for developing the new system has

 B
 34
 IVI
 Frankmin

 F
 34
 IVI
 Frankmin

 F
 32
 IVI
 Generation

 F
 20
 IVI
 Ivitability

 S
 25
 IVI
 Ivitability

 S
 25
 IVI
 Ivitability

 S
 21
 IVItability
 Ivitability

 S
 25
 IVItability
 Ivitability

 S
 21
 IVItability
 Ivitability

 S
 21
 Ivitability
 <td

mer UK prime minister who clashed several times with Mrs Thatcher during the campaign, accused the Government of "scaremongering" over Europe and said that its approach might lead to defeat in a gen-

Sir Anthony Meyer, the vice-chairman of the Conserva-tive backbench committee on Europe said his party's cam-paign approach had been "dis-graceful," and that Mrs Thatcher was "solely" to The Government's perfor-

WORLD WEATHER

C 75 Mathematical Control Cont

Andreas Papandreou was striv-ing to maintain his position in the face of bitter criticism from conservative oppositon leader Constantine Mitsotakis over financial scandals and alleged economic mismanagement. Dark clouds, Page 2

mance also raised concern that Britain risks being isolated at the summit of European Com-munity leaders in Madrid later this month, if Mrs Thatcher does not tone down her opposi-tion to plans for an EC-wide social charter and to closer

social charter and to closer mometary integration. Mr Gonzalez, who last Fri-day'e announced Spain's sur-prise entry into the European Monetary System's exchange rate mechanism, will meet the Prime Minister in London later today. There is little certainty among British ministers, how-ever, that her electoral defeat

Nato telecoms venture formed

C + C +

27 Bi C-Courty Dr-Ortzale F-Fair Py-Frey H-Hall B-Rule 27 Bi B-San St-Start Za-Sana T-Thronton

will persuade the Prime Minis-ter to moderate her stance. Few Conservatives were expecting the final results to handled.

Although there is little doubt that Mrs Thatcher will he under increased pressure to "freshen the image of the government," there is some scepti-cism that she will be pushed into a dramatic reshaping of the Government. That, accord-ing to some ministers, would

look too much like panic. A snggestion hy Mr John Biffen, the former leader of the House of Commons, that Mrs Thatcher should seek an end to her differences with Mr Nigel Lawson over economic policy by moving him to the Foreign Office was also being treated with caution. One of Mr Lawson's colleagues said that the general view was that he would stay on as Chancel-her for at least another year. Despite the criticism of Mrs Thatcher hy Tory candidates in the election - Mr Peter Price, the candidate for Lon-don South-East, said she was squarely to blame - ministers played down its central role. The general view was that it had undonbtedly been badly

A central bank team is inves-tigating the Nahas affair and could order the closure of insolvent hrokerages this week Four brokerages, including Capitanea, are reported

insolvent. Mr Camões said: "My som will try to save the company. He should be able to manage it, hut he made a mistake and

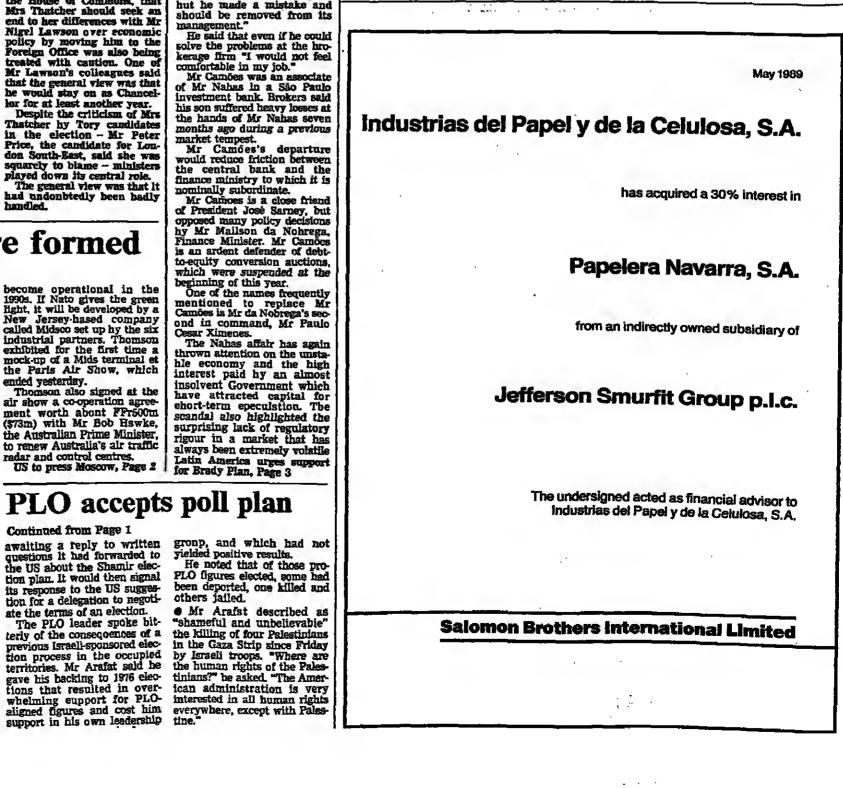
rigour in a market that has

stock market debacle, Mr B cellos came under fire for not

Cellular values

Looking at the prices of cellular phone companies on both sides of the Atlantic induces vertigo. The recent bid by McCaw Cellular Communica-tions for LIN Broadcasting valwould stick. ned the latter's cellular licences at nearly \$300 per

market, and if regulators were going to be happy to see cellu-lar operators making returns on capital of 100 per cent and more in the late 1990s, investors would have no reason to doubt that current valuations The snag is the fragility of these assumptions. Govern-ments are not likely to put up



become operational in the 1990s. If Nato gives the green light, it will be developed by a New Jersey-hased company called Midsco set up hy the six industrial partners. Thomson exhibited for the first time a mock-up of a Mids terminal et the Peris Als Show which been given to Thomson CSF, the French state-controlled defence and electronics group. The group's Rita mobile military communications system was chosen by the US army three years ago. Thomson's partners in the new venture include Plessey Electronic Systems of the UK, Stemens of West Germany, Italthe Paris Air Show, which ended yesterday. Thomson also signed at the

tel of Italy, Spain's Inisel and CDC of Canada. The new advanced battlefield communications system is known as Mids, short for Multifunctional Information Distri-bution System, and is due to

21 7

1283288

ł

air show a co-operation agree-ment worth about FPr500m (\$73m) with Mr Bob Hawke, the Australian Prime Minister, to renew Australia's air traffic radar and control centres. US to press Moscow, Page 2

## PLO accepts poll plan

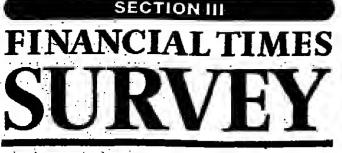
#### Continued from Page 1

terly of the consequences of a tion process in the occupied territories. Mr Arafat said he gave his backing to 1976 elections that resulted in overwhelming support for PLO-aligned figures and cost him support in his own leadership

its response to the US sugges-tion for a delegation to negoti-

ate the terms of an election. The PLO leader spoke bit-

ч.





位//

- Yes -

 $\langle \cdot \rangle$ 

1.1

5.4

-<u>5</u>,4

J.

.....

An uncommonly calm political atmosphere and good economic tidings disguise important structural

changes which are being forced on Belgium as 1992 approaches. Successfully tackling these is likely to test fully the Government's resolve, writes Tim Dickson

running faster



ngs, castles, churches and squares



AFTER entering the 1980s in AFTER entering the 1980s in distinctly poor shape, Belgium suddenly looks fitter and more self confident as it squares up to meet the crucial challenge of the next decade.

Fitter and

Helped by strong international demand for semi-fin-ished products (the core of its export effort), Belgium is curexport enort), Berginm is cur-rently enjoying a period of sus-tained economic growth. Com-panies are investing heavily to prepare themselves for "Non-ante Deux" (1992). And much to the surprise of its critics the eighth coalition Government headed by that taburat Drive headed by that statwart Prime Minister Mr Wilfried Martens has just celebrated a first, uncharacteristically crisis free, year in power.

The Government's most notable achievement in the past 12 months has been to push through a complex, highly sensitive bnt as yet unfinished programme of con-stitutional reform. The policy has not been without risks and many Belgians (not least in bilingual Brussels) wonder just bow far devolution is taking them, and whether the fiercely nationalistic French and Flem-ish speaking halves of their country are not in danger of

falling apart. On the credit side, however, some political stability has

been restored and in contrast to the situation 12 to 18 months ago Belgium's debilitating not

ago Belgium's debilitating not to say undignified language squabbles have finally been banished from the front page. The newly calm political atmosphere and generally good economic tidings nevertheless disguise important structural changes which are being forced on Belgium as the magic date for the completion of Europe's

The reform of the Stock Exchange, for example, is just one manifestation of the Gov-ernment's determination to breathe new life into the coun-try's ill-functioning financial markets. Efforts to reduce Belgium's high rates of personal and corporate taxation, meanand corporate totation, mean-while, flow increasingly from the realisation that as barriers in the European Community come down new investment and new wealth will move to member countries where incen-

member countries where incen-tives are most attractive, and whose regulatory frameworks are looser and less bureau-cratic than their EC rivals. Tightly hemmed in by the need first to stabilise, then cut back its huge public sector debt - 120 per cent of gross national product and still ris-ing - Belgians have as much justification as anyone to be

apprehensive about the conse-quences of the Single Market. Judging by the results of a survey carried out recently by the Federation des Entreprises de Belgique (FEB), Belgian companies themselves are not only confident about 1992 but are busy working out new forms of co-operation and part-nership with their domestic and foreign competitors. The main worry highlighted by the FEB's extensive poll centred surprisingly on reported short-ages of suitably qualified staff. Belgium, though, is not short of valuable assets – not least the raft of dynamic small and medinm-sized enterprises, notably in the Flemish part of the country, which have grown and prospered on the back of the multinational refining and motor manufacturing groups attracted to Belgium after the Second World War. As one leading Flemish street lamp manufacturer lamented at a recent conference in Hrussels, the relative size of the domesit was almost the sole choice for US multinationals in the 1950s and 1960s, it is now just one of a number of potential locations for the inward interuational investor. Belgium's declining competitiveness has declining competitiveness has not yet been fully reversed, and the image of a high wage economy has only been par-tially offset by its deserved rep-utation for high productivity. Despite the panicky defences erected last year to repel Mr Carlo De Benedetti, the Italian businessman whose unsuccess. Carlo De Benedetti, the Italian businessman whose unsuccess-ful bid for the holding com-pany Société Générale de Belgi-que is probably the single most important event of recent times. Belgium should also gain from being the most open economy in the 24 nation OECD bloc.

OECD bloc. Exports and imports account for almost 70 per cent of GNP, takeover barriers remain rela-tively thin, and if Mr De Bene-detti's hostile style and ill-conrecent conference in Brussels, the relative size of the domessidered tactics lost him last sidered tactics lost him last year's battle the more subtle targeting by French companies has paid off recently in a series of acquisitions especially in the French speaking Walloon part of the country (Alsthom's take-over of much of ACEC, the engineering business, and ten-his tacket maker Donnay's res-cue at the hands of the French tic market place may be a handlcap. "I may have 40 per cent of the the home market, but my Franch and German competitors with the same share will be much bigger enterprises." Belginm's location remains highly attractive - but while

entrepreneur Bernard Tanie to

cite just two examples). The significance of the "Gén-érale" affair is that it has gal-Labour force as % of population: 1985 68%; 1965 vanised a company which con-trols perhaps between 20 and 30 per cent of the Belgian econ-omy into reorganising its vast empire of business assets - a Urban population as % of total: 1985 96%; 1965 93% Real GNP growth: 1988 3.9%; 1987 2.4%; 1978-88 1.7% GDP per capita: 1987 \$14,373;

process which many business-man say has had a detectable "knock on" effect on others. It is Belgium's financial mar-kets, however, which are arguably most in need of moderni-sation - a challenge to which the energetic Finance Minister Mr Philippe Maystadt has responded by trying to elevate the debate beyond mere short term considerations to the level of the long-term future of Brussels as a financial centre. So far the end of the Stock

So far the end of the Stock Exchange monopoly – a change designed to bolster the strength of Belgium's financial intermediaries, increase liquid-ity in the market place, and recapture business lost to other centres, notably London – has been his most impre-sive a chievement Action is sive achievement. Action is also being taken to streamline the mechanisms of and to introduce new instruments on the primary market, where generous commissions have allowed the banks to grow fat on the back of the state's

heavy public borrowing needs. One major structural prob-lem increasingly recognised by the Government is the lack of "disintermediation" - the fact that the bulk of Belgium's colossal debt remains with the banks (the intermediaries) rather than being placed with institutional clients.

Reforming Belgium's complex, penal and often opaque tex structure is seen as one of most important conditions in this process. In reality tax breaks and tax evasion significantly reduce the effective tax burden on Belgian companies (a recent Government study, for example, showed that com-panies on average pay just over 30 per cent of their profits in corporation tax, not the nominal 48 per cent rate). But the damage to Belgium comes from international compari-sons and the undoubtedly high

burden of personal taxation (notwithstanding the cut in the top rate from more than 70 per cent to 55 per cent). Significant progress bas already been achieved but as Mr Peter Pract, the chief econ-omist at Générale de Banque observes: "There are many risks in the strategy, not least

Curren

because the market has in many cases adjusted to the dis-tortions. I am a bit concerned about the dynamics of the reform." As with the problem of surmounting Belgium's high nom-inal penalty on savings - the 25 per cent rate of withholding tax compares with nil for non-residents in neighbouring Lux-embourg - the margin for manoeuvre is limited by the manoeuvre is immed by the need to curb Belgium's high level of public debt. That is just one of the issues which will test the cohesion of

NETHERLANDS NORTH SEA 702 Blankenberge Ostend Bruges Nechelen Nieuwpoort Hasselt WEST GERMANY Kortefik Leuven BRUSSELS FRANCE LUXEM-Arlon BOURG

## Economy; Regio Foreign allaira Financial sector

Joan-Louis Duplat, head of

Birth rate per 1000: 1988 12%

Area: 31,000 sq km

Population: 9.92m Prime Minister:

Wilfried Marten

### CONTENTS Royal Tapestry Manul Gaspard De Wit Belgium's Banking Commissie Société Génerale de Belgique

Arts; Gh ss guide

## **KEY FACTS**

1987 +\$2,920; 1986 +\$3,009m

Reserves exc. gold: April 1989 \$10,119m Main destination of exports 1987: France 20.5% Main source of imports 1987: Inflation: 1988 1.2%; 1987 1.6%; 1978-88 5.0% West Germany 24.2% Public external debt 1988 \$8.31bn Currency: 100 centimes = BFr 1 Merchandise exports: 1987 \$76,100m; 1986 \$59,938m ierchandise imports; 1987 \$76,256m; 1986 \$59,399 urrent account balance:

Average exchange rate: 1988 \$= BFr 36.768; £=65.380 Current exchange rate (June 1989): \$=BFr 42.44; £=64.75

Profiles: Barcos; Piat

Waeyenberge; Medgenix

Van

the five centre-left parties (two Socialist, two Christian Democrat, one Flemish nationalist or volksumie) in the second half of the year. The start next month of what are expected to be difficult negotiations on the 1990 budget could highlight the underlying tensions, while a setback for the Volksumie in the European elections may add to the pressure on the party to leave the coalition.

That would seriously jeop-ardise the chances of the final stage of the devolution pro-gramme, which besides dealing with reform of the Senate (Belgium's upper house) is expec-ted to clear up some of the current confusion over the respective competences of the national and regional Governments (particularly noticeable in the foreign policy and trade promotion fields) and deal with economic policy coherence.

# HIGH TECH **'INANCIAL** FNGINEERING

ΟΝΕ BRUSSELS 517 2925



HONG KONG . TOKYO . SINGAPORE

## **BELGIUM 2**

Algorithm and the second property of the second propert

BELGIUM'S economy is on the move again - but strong growth and record investment disguise unsolved structural weaknesses which could leave the country dangerously exposed to the next major economic downturn.

п

in 1988 real gross national product increased by 3.9 per cent according to the National Bank, its best performance since 1976. The European orientation of 80 per cent of for-eign track worked in its favour as European economies gained momentum, while the fact that 42 per cent of exports are semi-manufactured goods was advantageous in a context of strong international demand for "intermediate" products.

Forecasts for 1989 suggest that this healthy GNP trend will continue, with predictions currently above a 3.1 per cent real increase.

Perhaps the most encouraging sign of the last year has been the jump in private, nota-bly industrial, investment. Total productive investment rose by more than 20 per cent in 1988, according to VAT sta-tistics, compared with an 11 per cent advance in 1987. If pre-dictions of a further 10 per cent this year are close to the mark that will mean a cumulative threa year private sector investment boost of more than 40 per cent – markedly and uncharacteristically hetter than the European average. Clearly a catch up phenome-

non has been at work, after Belgium's dismal achievement in the early 1990s. But all business surveys suggest that what is happening at the moment is more than cyclical and repre-sents a fundamental restructuring of the country's indus-

ming of the country's hauf-trial base in the run-up to 1992. Mr Philippe Defeyt, an ana-lyst at the Institut de Recherches Economiques (IRES) at the Catholic Univer-sity of Louvain, offers a third "thrometeric" for the hird with "hypothesis" for the high rate of investment in certain sec-tors. "We have less strict envi-

THIS IS the year in which federalism at last became a reality in Belgium. The coun-try joined the ranks of West Germany, and to a lesser

degree Italy and Spain, in devolving important powers

and monies to its regions. The difference, of course, is that Belginm is significantly smaller than other federal states in Europe.

The practical implications of the regional reforms - finally passed on January 16 1989 -

are now something Belgians,

and their foreign partners, have to live with. Wallopia,

87 88 ronmental regulations than in continuing "snowball effect" -the fact that Belgium has to

and the second second second

Economic growth

Percentage increase in real GNF

Range of forecasts

other countries and I think other countries and 1 think that this could be a factor." Unemployment, meanwhile, has tumbled to just 9.7 per cent of the workforce, or 414,000 borrow just to pay the interest on its ontstanding loans

(already more than 120 per cent of GNP). While it was pos-sible to increase the deficit in the 1970s without increasing the debt, high real interest rates mean that the opposite is now homening people, the best result since 1962. The fall has been significant if only because those aged under 50 years who have been unemployed for less than two now happening. The Government is commit-ted to trying to block spending increases in real terms - a polyears are taken into account. Mr Defeyt points out, though, that the increased attractions of the Government's part-time

icy which according to most calculations should atabilise of the Government's part-time working scheme, has lowered the number of those officially out of work. "There are now 200,000 people on this scheme which you could say is tha equivalent of another 100,000 the public debt if public reve-nues increase as quickly as the

equivalent of another 100,000	Rate of Investme	nt grow	th by s	ector (%	>	BFr 14.4bn announced in
full-time unemployed." For all the good news on		85-86	86-87	87-88	85-88	March. As the London-based investment bank Dillon Read
growth prospects, investment,	industry of which	4.9	7.7	25.0	41.3	observed in its recent Belgian
the balance of payments (where the current account	Steel production	10.8	-7.0	13.5	17.5	Stock Market report. The Gov- ernment has allowed both
surplus again exceeded BFr	Chemicals Metal processing (inc. cars)	3.9 7.7	14.3 6.8	74.5	107.8	expenditure and revenua to
100bn in 1988) and historically	Food/drinks/tobacco	14.2	15.3	18.6	53.1	rise in parallel, rather than
speaking inflation (only 1.2 per cent last year), there are some	Textiles Wood/furniture	5.8	27.5 43.8	6.5 14.8	43.1	taking the opportunity of the more bnoyant tax basa to
serious underlying problems	Paper/printing	15.3	\$3.0	10.4	89.7	reduce the deficit. This does
the most important of which is	Energy Construction	19.4 18.3	1.0	22.8	-2.1 73.5	not bode particularly well, and
the public sector deht. The nightmare here is the		6.01		az,a a: Governmen		shows a lack of political will." The high public sector deficit

## **REGIONAL POLITICS** Pulling away from centre

Acres 18.8

a responsibility of the linguis-tic "communities". The regions are not (yet) totally bypassing Belgian embassies abroad, hut foreign investors are having to adjust to being community for using its new regional powers over the environment, is refusing to take industrial and nestic waste from Flanders and Brussels.

Three ministers - one national, one Flemish and one adjust to being canvassed, not by Belgium, hut by Flanders, Francophone - now have to concert Belgium's stance in-Wallonia, and for that matter Brusse But there are also signs that regional power is breeding a European Community discussions on education, now chiefly

......

new sense of regional responsibility. Previously, tha two main regions - French-speak-ing Walkonia and Flanders tended to compete with each other to bid up demands on the national exchequer. The regional executives now know they must live within their

5 Y 2

The most dramatic evidence

Limburg province. The national govarnmant had already decided to keep the already decided to keep the loss-making mines open until 1996. But the Flemish execu-tive decided earlier this month, despite protests by miners, to close the mines by 1992. It pro-ferred to spend money it had received from the central government to make an early start in trying to create alternative jobs for the 6,000 miners.

The Walloon regional execu-tive has not yet to blie such a bullet yet in its region. But its first budget showed consider-able restraint, out of awareness that as the poorer part of the country it will have to tighten

of this came earlier this month

over the fate of Belgium's last hig coal mines at Campine in

its belt the most. The Martans government seems, in fact, to have deliberately under-funded

means that the Government has little choice but to stick to its so far successful monetary policy of tracking the deutsche mark (from which it can con-verge by 2.25 per cent under the disciplines of the EMS). As Mr Peter Pract, economist

out, the economy's revival can be gauged by the way in which the 6 per cent interest rate dif-ferential between the DM and today.

Keeping it there (or narrow-ing it still further) depends on inflationary expectations, which in turn are affected by the Government's incomes pol-icy. Relgium's system of wage indexation was modified in the early 1980s but while it has been an asset in controlling wages in a period of falling inflation, the built-in dangers are obvious if retail prices con-tinue to move up. Forecasts for 1989 have heen revised upwards to 3.3.5 per cent in recent months, with private commentaries often more pes-simistic than economists' market sensitive public utterances. Mr Praet, who wekcomes the new competitiveness law as a safety net if things get out of control but worries whether

Labour market Thousands

250

30

at Générale de Banque points the Belgian franc in 1984 has narrowed to just 1.6 per cent

tha Government will react tha Government will react quickly enough if there is a threat, highlights the impor-tance of keeping the lid on incomes. The West Germans have higher quality goods, more of their own marques. A wage-led 10 per cent price increase for a BMW does not

Job vacancies

as solely to the stor of vacant jobs notified

matter as much as a 10 per cent rise in the price of steel"

*;*9

The budget deficit, mean-while, also limits the scope for further tax reform and the pursuit of efforts to make the still complex tax system more transparent.

# New broom in period of abrupt change

**Belgium's Nato** 

partners may find her

a less predictable ally

became independent. The younger Mr Byskens, now aged 56, has largely lived under the shadow of his father's reputation; now he has

the chance to play a distinctive role on the international stage:

He will certainly add tone to

Like his father, he was for-

FOREIGN AFFAIRS

A FAMILIAR face disappears this week from the European diplomatic circuit with the res-ignation of Belgium's Foreign Minister, Mr Leo Tindemans, father. Mr Gaston Eyskens, who died early last year, was Belgium's ontstanding postwar Catholic politician, serving five times as Prime Minister, including during the referen-dum which led to Leopold II's abdication in 1950, and again in 1960 when the Belgian Congo on his election to the European Parliament.

Mr Tindemans, who com-hined the Atlanticist sentiments of an earlier generation of European political leaders, such as Mr Helmut Schmidt and Mr James Callaghan, with a keen desire to speed European integration, has been

Aftar Mr Hans-Dietrich Genscher, he is Europe's lon-gest-serving foreign minister, having held his post since 1981. Before that he had been Prime Minister three times and, as such, had played an especially active role in the European Community, producing the Tindemans report on European Union in 1976, at the request of his fallow heads of govern-

the foreign ministers' club, being probably better educated and baving wider intellectual interests than any of his EC Although this report was shelved, it largely foreshad-owed the Single European Act, dopted 10 years later. Mr Tindemans's repl

merly Professor of Economics at the Catholic University of Mr Tindemans's replacement is Mr Mark Eyskens who, although also an ex-Prime Min-Louvain, having earlier done ister, is much less known outs own country.

has written a dozen books, including several novels as

including several novels as, well as economic and philo-sophical works. He is perfectly hilingual in Dutch and French, and proba-bly speaks better English than any other Belgian politician, which is high praise indeed. "This," he says, "is the result of daily practice," and he is an inveterate listener and viewer of BBC programmes. Ha also has a good knowledge of German and Spanish. Until a year ago, when he

German and Spanish. Until a year ago, when he was unexpectedly left out of Mr Wilfried Marten's new leftcentre government, he had been a minister continuosly for 12 years, serving in 11 different

This included two long stints as Finance Minister, and he played a key role in devising the policies which succeeded in restoring the competitiveness of the Belgian economy from the low point reached in the early 1980s. His own eight-month period

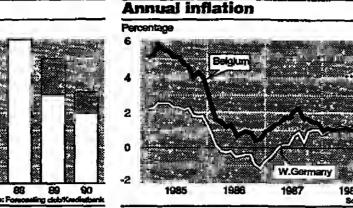
as Prime Minister, in 1981, squeezed between Mr Marten's fourth and fifth governments, was, be says "short, intense and unfortunate."

Like many other Belgian

Unemployment

cludes only those under 50 years old who ha

red for less than 2 years



Tim Dickson on an economy gaining strength

Trend in the right direction

growth of GNP some time between 1992 and 1995. That, however, is a big "if" according to some commenta-tors who fear that European Community harmonisation of Value Added Tax and a com-mon withholding tax would leave Belginm with lower receipts. In addition, there is the risk of higher interest rates, and the fact that the 1990 rates, and the fact that the 1990 budget negotiations (due to start next month) will be complicated hy the expiry of the interest conversion schemes agreed with the banks. Deals negotiated both by the

Rate of Investment growth by sector (%)							
	85-88	86-87	87-88	85-85			
industry of which	4.9	7.7	25.0	41.3			
Steel production	10.8	-7.0	13.5	17.5			
Chemicals	3.9	14.3	74.5	107.8			
Metal processing (inc. cars)	7.7	6.8	22.8	23.1			
Food/drinks/tobacco	14.2	15.3	18.6	53.1			
Textiles	5.8	27.5	6.5	43.1			
Wood/furniture	39.9	43.8	14.8	130.5			
Paper/printing	15.3	\$3.0	10.4	89.7			
Energy	19.4	1.0	22.8	-2.1			
Construction	18.3	10.9	32.3	79.5			

1989 1988

> growth of GNP soma time current Finance Minister Mr Philippe Maystadt and his pre-decessor Mr Mark Eyskens enabled part of Belgium's debt repayments to be convarted into capital through the cre-ation of new bonds at lower interest rates. The signs are that the Government plans a similar operation for 1990, though recent rumours that the rescheduling deal would be bargained in return for further bargained in return for further deregulation could be a contro-versial strategy given Brussels' amhition to become a more international financial centre. Businessmen and economists were disappointed by the bud-get measures involving Just BFr 14.4bn announced in March. As the London-based investment bank Dillon Read observed in its recent Belgian observed in its recent Belgian Stock Market report. The Gov-ernment has allowed both expenditure and revenus to rise in parallel, rather than taking the opportunity of the more bnoyant tax basa to reduce the deficit. This does

# **Dillon, Read Limited**

Leaders in Belgian Brokerage and Corporate Finance

• A recognised reputation for excellence in research, sales and execution of Belgian equities for international institutional clients.

> **Contact: Sebastian Scotney or Jeffrey Taylor** Telephone: 01-493 7499

 A proven track record in cross-border mergers, acquisitions, divestitures and strategic corporate finance activities in Belgium.

> **Contact: Francis Depré** Telephone: 01-493 1239

## **Dillon, Read Limited**

Devonshire House, Mayfair Place, London W1X 5FH Telephone: 01-493 1239 Facsimile: 01-493 5973 Telex: 8811055 DRL UK

۱.

them contribute to reducing a very high level of overall pub-lic debt that they had a hand

in creating. Power has been devolved, progressively through the 1970, 1980, 1988-89 reforms. The pres-ent structure is as follows: Communities. There are three of these based on lan-guage: French, encompassing those who live in Wallonia and those who live in Waltonia and Francophones in Brussals; Flemish, with jurisdiction over those living in Flanders and Flemish speakers in and around Brussels; and German, with jurisdiction over the tiny Corner merschilder porthetion of German-speaking population of eastern Belgium.

Their competences are edu-cation (except setting school ages and teachers pensions which remain national responsibilities), cultural affairs and foreign accords, and bealth and social aid. To carry this out, social aid. To carry this out, they will get a total share of national tax revenue amount-ing to BFr 375bn this year, divided according to popula-tion, and overwhelmingly devoted to education. Regions. The three are Wai-lonia, Flanders, and Brussels (formally bilingual, though 80 per cent French-speaking in practice). In the economic field, the central governmant

the central govarnmant remains responsible for macro-economic, monetary and financial policy, labour law, social security, price law, technical standards, professional qualifi-cations, import licensing and quotas, the setting of rules for public monument maximum public procurement, maximum aid levels, consumer protec-tion, but not much else. Powers not attributed to the centre

reside with the regions. The latters' powers extend to public works and transport, housing, water distribution, most aspects of energy and environmental policy, applied research, and to some aspects of export policy. Initially, like the communities, the regions will have to rely on sharing tax income with the central gov-ernment. Their share this year will total around BFr 281bn. Thus, together the regions and the communities will dispose of some 40 per cent of total public spending. But from 1994 on, the regions will be able to levy taxes additional to national taxes,

A third stage in regional reform is envisaged by the government, but no date has been put on it. Certainly, there is a strong case for clarification of some of the existing divisions of power, for instance, in the areas of foreign trade and scientific policy.

a Alexandre and Alexandre a

# sigraduate work at Colum-a University in New York. He **GATWICK-BRUSSELS** We've cut the cost of business travel. 5 flights daily

## **Business Class £186 return Save £28\***

business. Book through your travel agent or contact us direct on the Air

Air Europe have cut the cost of business travel, but not the quality of service. Privileges for passengers include free use of an exclusive ainside lounge at Gatwick and lounges at most other airports, a separate Business Class cabin and, of course, superb in-flight service aboard the latest Boeing 737 aircraft. So now you really can save, but still enjoy the best, when you fly on

Europe Linkline-0345 444737.

OSLO, COPENHAGEN, STOCKHOLM, BOME,

PALMA, MALTA, GIBRALTAR AND BY AIR EUROPE EXPRESS TO: ROTTERDAM,

DUSSELDORF AND ANTWEEP.

GATWICK TO BRUSSELS	DEP	AJR	GALISSELS FO GALISSELS FO	DEP	AR
MON- FRI	07.40	09.35	MON- FRI	07.50	07.50
	11,15	13.15		10.20	10.20
	14.55	16.50		14.00	14.00
	18.30	20.25		17.30	17.30
	20.00	21.50		21.05	21.00
"Saving again	st the ann	chedules	te of £714. The	Tita pere	Barope

TO BRUSSELS	DEP	AJR	GATTICK	DEP	AR					
MON- FRI	07.40	09.35	MON- FRI	07.50	07.50					
	11,15	13.15		10.20	10.20					
	14.55	16.50		14.00	14.00					
	18.30	20.25		17.30	17.30					
_	20.00	21.50		21.05	21.00					
"Saving against the unremitted fare of £214. Travel on Air Barrope services only. Whetherd schedules vary. & Airport Tax pepable.										



Class TOGETHER WE MEAN BUSINESS

**David Buchan** 

**BELGIUM 3** 

David Buchan on changes that signal the end of the old order in the financial sector

**Reforms to tackle deep deficiencies** 

THE OLD order in finance is disappearing fast, with banks and stockbrokers in Brussels realising their need to face other financial control with other financial centres and the Government pushing hard to finance its enormous debt more efficiently, and more shoeping cheaply. Some of the changes - new

The share is a second

and the state of the second state of the secon

2 31 37

د م م

Od

- 1 fr

145,

· · .

 $\cdot \phi$ 

۰.,

1

12

12

44

Leanning in

118

IS

<u>928</u>

. . .

2 40

ŝ

pe

share ownership disclosure rules and an impending takeover code - have an almost accidental origin in last year's battle for Société Générale de Belgique. But for that epic, such legislation might have been longer coming. Other reforms have, however,

iencies in the financial sys-The Government's strategy is complicated by the fact that it is pursuing three goals that are almost mutually exclusive

- strengthening Brussels as a financial centre, reducing the cost of managing a public debt on which banks have made a fat living, and structuring a

## New broom in a period of change Britain and America over SNF

Continued from Page 2 governments, it crashed because of quarrels between modernisation emerged earlier this year, Mr Tobback insisted the two language communities, this time over the financing of the then bankrupt Walloon the German position. Mr Tinde-mans resisted this, hut when, the French-speaking Socialist ministers backed Mr Tobback's steel industry. Mr Eyskens appeared more

relieved than anything else, and the suspicion exists that he is much happler doing a competent job as a departmen-tal minister than trying to jolly along a gaggle of recalcitrant colleagues, a task at which, on the contrary, Mr Martens

Like both Mr Tindemans and Mr Martens, he is a member of this can only be surmised, as he scrupulously refrained from

the Flemish Christian Demo-cratic Party, long the dominant force in Belgian politics. This party straddles a wide range of the centre ground, but, along with Mr Tindemans, Mr Eyskens is firmly identified with its right wing. This could cause him problems within the cabinet, as its centre of gravity has moved markedly to the

The main reason for this was the substitution last year of the two Socialist parties for the two (right-wing) Liberal parties who were the Christian Democrats' coalition partners from 1981-88. This made little difference in domestic policy, as the Socialists acquiesced with good grace in the continuation of the successful economic poli-cies of the previous right-centre government.

In foreign and defence policy, however, there has been an abrupt change.

The key influence has been that of Interior Minister Mr Louis Tobback, a Flemish Socialist. Tobback had been a leading figure in the Belgian anti-nuclear movement, which had unsuccessfully fought the establishment of Cruise mis-siles in Belgium in 1965, state When the first differences; between West Germany and

tax system that neither crip-ples financial institutions nor responded to deep-seated defiincreases the already large

budget deficit. Recent progress in reducing budget deficits has had little impact, because of the snow-ball effect of interest charges, on the overall debt. At the end of last year it stood at BFr 6,362bn, or 115 per cent of gross national product. The Government complains

that too much of this debt is medium and short term, too much of it is held by banks rather than non-bank institutions such as pension funds and insurance companies (which are much more impor-tant in other countries as holdtant in other countries as non-ers of government debt), too little of it is held by individual Belgians (who prefer to put their money into Luxembourgbased unit trusts for tax reasons), and too little of it is held by foreigners (only about 7 per

ministers backed Mr Tobback's line, his fellow Christian Dem-ocrats refused to support Mr Tindemans, who by this time was something of a lame duck as his resignation had long been foreshadowed. The result was that, within Nato, Belgium was one of the first members to support Chancellor Kohi's The cause or consequence of this, the Government complains, is a narrow and ineffi-cient secondary market for trading in its debt. One reflec-tion of this is that turnover on the secondary market runs at only about 50 per cent of the primary market, where in to support Chancellor Kohl's s like France the same countrie What Mr Eyskens thought of ratio is 150 per cent. As a result, the finance min-

istry has taken several steps.

declaring himself on any for-eign policy issue before his appointment, which had already been announced a year ago. It would not be surprising, however, if he were to clash with Mr. Tobback on similar ssues in the future. In such a case, it is far from clear whose will would prevail.

that Belgium should support

Belgium'a partners in Nato may well find her a less predictable ally than in the past. No such problem will arise within the European Commu-nity, where the Belgian cabinet is unanimous in its support for faster and closer integration. Mr Eyskens will have no diffi-

Mr Eyskens will have no min-culty in representing this view in the EC Council of Ministers. That apart, his most testing early assignment is likely to be the forthcoming negotiations with Zaire over repayment of its dobt to Polynum and a its debts to Belgium, and a series of other disputes which led President Mobutu Sese

Seko to sever normal relations last December. To these tasks, he brings a formidable intellect - what is not yet clear is whether it is allied to a high order of diplo-matic skills. - A 101 18 1

SOLVAY

innovation,

a tradition

for 125 years

One is to enlarge the stake of foreign banks (from S.6 to 9.6 per cent) in the consortium of banks that underwrite and place Belgian public debt. Another step has been to reduce the fees that the banks get simply for holding govern-ment debt in their own portfo-

Some of the changes have an almost

with the economic service they actually provide," says one offi-cial. A third step has been to

aimed at rationalising and strangthening the stock exchange so that Belgian bro-kerage houses - some of them tiny and totalling 200 in all -

investment services. Under a December 1988 law, financial institutions such as banks and insurance companies will be able, from January 1990, to take stakes of up to 25

can meet the increased compe-

tition likely to result from the proposed EC liberalisation of

## accidental origin in last year's battle for Société Générale de Belgique

per cent in brokerage houses which will from January 1991 be able to transform themselves into limited liability companies, "The nominal rea-son for this is to put more capi-tal behind the brokers," says Mr Jean Peterbroeck, president of the Brussels Bourse, "but the real reason is to bring back to the Bourse business that has been conducted elsewhere." Transactions on shares will

be fully centralised with the new limited liability Societes de Bourse. In addition, all share transactions below a certain level (initially BFr 20m on the spot market or BFr 30m on the term market) will have to be executed on the stock exchange itself. The same goes for all bond transactions below BFr 25m. Block trading ontside the stock exchange will be

finance ministry admit, the allowed for share and bonds deals above these limits. main impedimant to real The electronic age dawned in January when the Brussels

growth is fiscal, in particular the 25 per cent withholding tax. For this reason, Mr Duplat exchange introduced the Cats (Computer Assisted Trading System), which by the start of laments the probable demise of the European Commission's proposal to introduce a comthis month was handling 31 per cent of all turnover and mon minimum withholding tax within the Community, which trading 37 of the most active would have put Belgium on the same fiscal footing as Luxemstocks. Once Belgian electricity stocks are fed into the system, Cats will handle 50 per cent of bourg, the traditional bolthole cars will manne so per cent or all stock exchange activity. Mr Peterbroeck predicts. All this will provide "more transpar-ence and liquidity" to the marof so many Belgian investors. The Commission's bank reg-ulatory role is soon to extend to Belgium's six state-owned

to Beightin's six state-owned savings banks, which are to be forced to compete on the same terms with commercial banks with only a limited state guar-antee. The aim is also to pre-pare the savings banks for the part the savings banks for the part the savings banks for the ket, he forecasts, and stimulate more activity. Last year turnovar in domestic stocks totalled BFT 307bn (boosted, of post-1992 environment. A first step towards this internationalisation was the June 16 signing of a co-operation agreement between 36 Dutch and Belgian

totalled BFr 307bn (boosted, of course, by trading in SGB) and BFr 88bn in foreign stocks. Admission to the Bourse will be controlled by the Commis-sion Bancaire, which has a new president in Mr Jean-Louis Duplat. He declares him-self satisfied with general pros-pects for the Bourse, buoyed by excellent 1988 results for most of the major Belgian compa-nies and the sustained high savings ratio of Belgians (third savings banks. A new role for the Commis-sion Bancaire will be as deposi-tory of the shareholder infor-mation under the new transparency law, which came into effect this month. Hencesavings ratio of Belgians (third in the industrialised world forth, any investor who buys or sells shares in Belgium's 165 major publicly quoted compa-nies must declare, to the com-pany concerned and to the behind the Japanese and Swiss). Imminant establishmant of Belgian investment funds should give savers "another attractive product" to invest in, he says. However, as both he and the Commission, the number of shares he owns and whenever

voting rights attached to the shares reaches or exceeds 5 per cent of total voting rights. The same declaration must be made whenever new purchases bring the investor beyond the threshold of 10,15,20 or any other multiple of 5 per cent of voting rights.

ш

This law conforms to a recent European Commission proposal. But the murky world of Belgian investment is not going to be brought totally and immediately into the sunlight. Up to 1991 the Commission Bancaire will have the option to grant some anonymity to family investors; individual families must declare their overall holding, hut not pre-cisely what each member holds

Other legislation on the orner legislation on the drawing board includes a take-over code, which will conform with another recent EC pro-posal, with one exception. There will be no requirement, as in the EC plan or in UK takeover rules, for an investor to make a bid for all shares to make a bid for all shares once his stake exceeds 30 per

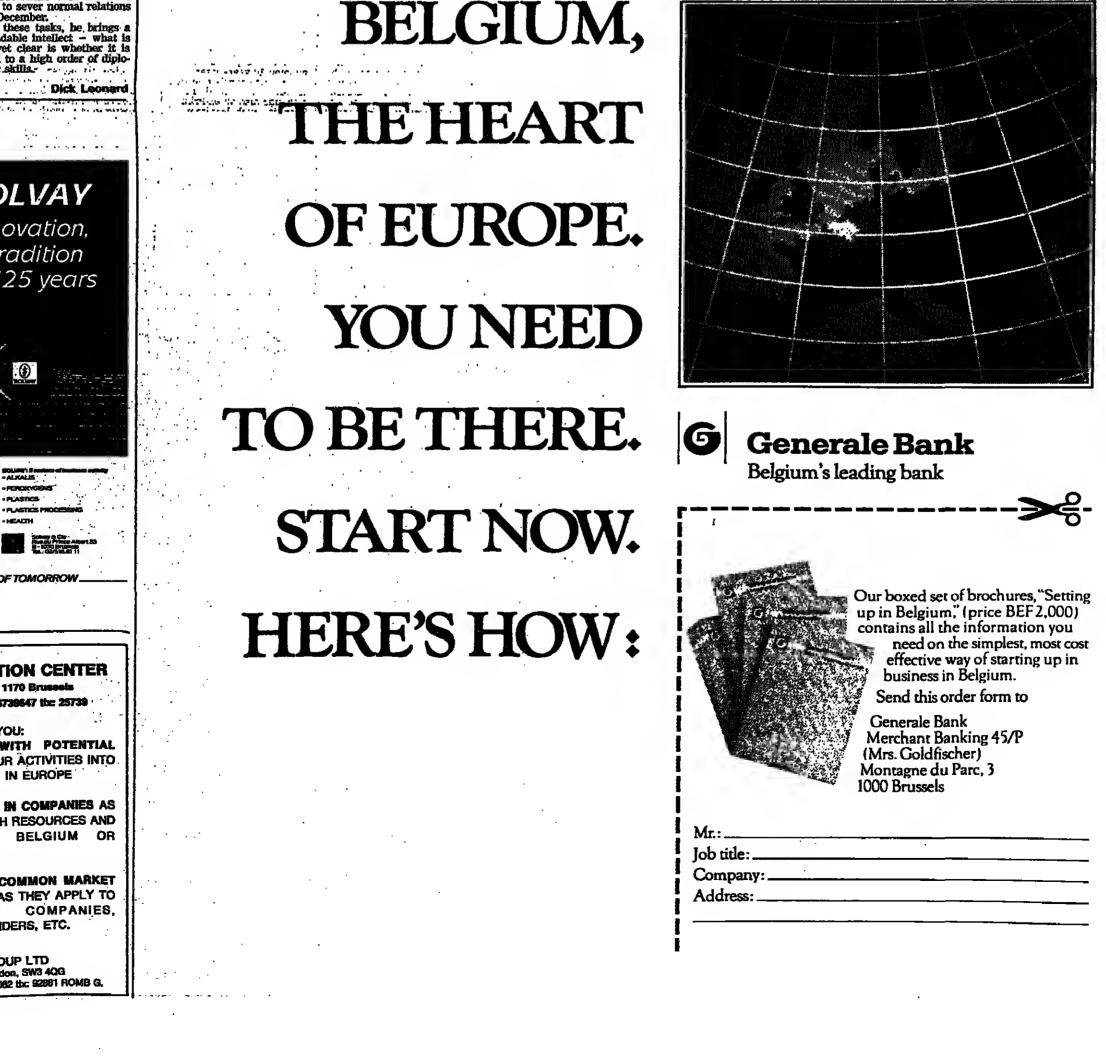
The Government has also annonnced its intention to draft legislation to allow it to hlock a takeover of Belgian companies by foreigners where it believes Belgian interests would be endangered. How-ever, Mr Duplat is sceptical that this will ever come to any-thing given the difficulty of drafting anything that does not run foul of EC requirements for non-discrimination.

Right at the heart of Europe, Belgium offers foreign businesses a comprehensive package of tax concessions and other benefits. Generale Bank, Belgium's leading bank, with its network covering more than 30 countries worldwide, has produced a series of brochures, "Setting up in Belgium," giving concise, practical information on:

12

1. Belgium, the gateway to Europe

- 2. Financing aspects
- 3. Coordination centres 4. Legal and fiscal aspects
- 5. Foreign trade
- 6. Life in Belgium 7. Useful addresses



lios, while increasing their commission for placing govern-ment paper outside the consor-tium with non-financial insti-"This has brought the rewards (to banks) more in line

start selling long-term bonds with standardised coupon and maturity, known as obligations lineaires, by "Dutch auction" every month. "This has sent out a powerful signal," says the same official, "that we

want to create a more competitive system of borrowing." A separate set of reforms is

**PROJECT COORDINATION CENTER** Chaussee de la Huipe 150 - 1170 Brussels Phone: 32 2 6735315 tax: 22 2 6739647 tb:: 25739

SOLVAY, THE CHEMISTRY OF TOMORROW.

OUR PURPOSE IS TO ASSIST YOU: IDENTIFY AND WORK WITH POTENTIAL PARTNERS TO EXPAND YOUR ACTIVITIES INTO BELGIUM AND ELSEWHERE IN EUROPE

ACQUIRE SHAREHOLDINGS IN COMPANIES AS YOU SEEK TO EXPAND BOTH RESOURCES AND MARKETS BASED IN BELGIUM OR ELSEWHERE.

EFFICIENTLY NEGOTIATE COMMON MARKET REGULATIONS IN SO FAR AS THEY APPLY TO ESTABLISHMENT OF COMPANIES, PARTICIPATION IN E.C. TENDERS, ETC.

THE FOUR-TWO GROUP LTD 16 St Leonard's Terrace, London, SW3 4QG phone: 01 730 3253/8909 fax: 01 730 8082 tbc 92881 ROMB G.

Ŀ

tions for shareholders who tions for snarehouters who might suffer genuine difficul-ties if their names were dis-closed (e.g. Chinese at the moment) and individuals

whose publicly identified par-

ticipations might lead to genu-

Mr Duplat says he fully sup-ports the "droit de preference".

- the right of preference - for existing shareholders, empha-sising that departures from

this principle have to be justi-

this principle have to be just-fied. He says that jurispru-dence and "legal security" should govern the Commis-sion's actions and while "we will consult widely we will take the final decisions".

Besides the transparency

law, new legislation by the

Government will soon be intro-duced to cover takeovers and

introduce various reforms of

the Belgian company law, note

bly new rules for cross share-

holdings, non voting shares.

On takeovers, he says that the law will not follow UK practice

by obliging shareholders with

more than a 30 per cent stake to launch a full bid. "The financial tradition of our country is different," he

our country is unterent, the says. "On the other hand, it will not be possible to make a partial offer for under 50 per cent. The bidder will have to

Plans to introduce legisla-

tion which would give the Gov-

ernment a veto over "foreign" takeovers of a Belgian firm, he

admits, could run into prob-lems with the European Com-

munity.

go for at least 50 per cent."

2

## **BELGIUM 4**

William Dawkins discusses the bureaucratic invasion of Brussels

**Eurowatchers' ringside seat** 

BRUSSELS is still a long way from becoming the Washington DC of Europe, but it is certainly moving in that direction. As host to the most important European Community institu-tions, the Belgian capital has seen a growing tide of immi-gration from hordes of bureaucrats, lobbyists, trade associations and politicians over the past 18 months.

IV

The result of all this has been to force yields on commercial property from 7-8 per ceot in 1967 down to 6 per cent, or even as low as 4 per cent in some cases now, according to chartered surveyors Jones Lang Wootton (JLW) With Bel gian mortgage rates at around 8.25 per cent, the yield gap is minimal compared to mor fashionable investment spots such as London or Paris.

Another key indicator of the property market, the proportion of empty commercial buildings, has fallen below 3 per cent, the lowest in recent mory. Similar effects have been seen in the residential market

The invasion is a mixed hlessing for Belgian residents. "We have always welcomed European institutions, but at the same time our planning aims to respect the spirit of the city." says Mr Jean-Louis Thys, secretary of state for the Brussels region.

His plans for the city's expansion aim to avoid the chaotic overdevelopment that was the hallmark of the last surge of building activity in the early 1970s. The creation this month of a regional authority for the city's 19 communes - formerly under central government control ~ could also help bring a more coherent approach to city planning, say optimists.

Spain and Portugal's EC membership in 1986 started the latest trickle of expatriate arrivals, turned into a flood by the growing importance of the Community's plans for a free single market. An office in Brussels is seen as an important ringside seat at the Euro-pean Commission, the Council of Ministers, a large part of the European Parliament and the

Economic and Social Commit-tee, the bodies conducting project 1992.

Some property advisers believe up to 10,000 lobbyists alone could be working in Brussels by the end of the century: at least an indication of the expectations driving today's property market. Indus-Franch investors. trial companies have also been husy beefing up their presence in the city, such as Fiat of Italy institutional investors have only bought there because it is and General Electric of the US, which have selected the city enuinely cheap compared to with its excellent motorway, London and Paris. "The Paris market has gone rail and air links - as the coup so much that people are asking themselves if they can see more growth. Capital val-ues there are six times Brusordination centre for the European activities.

It looks as if the next wave of immigration will be pushed by the Strasbourg-based Eurosels' levels. So a French investor can pay roughly the same number of francs in Belgian

The Invasion is a mixed blessing for **Beiglan residents** 

by the end of 1991.

This is not the first time Brussels has seen an invasion of foreign property investment. British and Dutch developers were responsible for the city's ean Parliament's plans to held some of its monthly ple-nary sessions in Brussels, where the 518 MEPs already hold their committee meetings. previous construction boom in the early 1970s. They they were As the city gears up to receive its next European institution, politicians like Mr Thys make so entinuslastic about the city's potential that they created an oversupply. This was the prime tactful signs that they do not wish to be seen stealing the reason for the 1975 property Parliament from its jealous protector. Strasbourg.

reason for the 1975 property alump, from which the city is only now recovering. This time, Swedan is leading the charge, as investor rather than developer. Most city development these days is car-ried out by Belgian groups, like the ones building the new con-ference centre behind the Par-Most MEPs, however, make no secret of the fact they hope their future lies in an enormous hole in the ground behind the Parliament's com-mittee building in Rue Bel-liard. That is where a private ference centre behind the Parliament consortium led by Société Gén-

money to get an equivalent property," says Mr Timothy Fenwick, director of chartered

SHIVEVOIS JLW.

Mr Fenwick believes Swed-ish institutions have spent the érale de Belgique, the coun-try's most powerful holding equivalent of more than £1bn company, and the savings bank COB is building a BFT ison conference centre to open on Brussels property over the past 18 months, representing two-thirds of all property investment in the city during

The Parliament's affairs are that period. Notable purchases include its own, but we are ready to welcome it. Even without the Parliament, the centre will be the BF7 2bn acquisition by a Swedish property group last September of the Blue Tower, needed for other international meetings. Brussels is the third international congress location the office block which domi-nates one end of the presti-gious Avenue Louise. The in the world and we want to buyer was Granaten, con-trolled by Mr Hans Thulin. keep that position," says Mr

Thys. The EC's activities are not Another was the sale of Britan-

THE MOST

the only reason, for the revival of the Brussels property mar-ket. Other factors at work nia Honse, home of the British Embassy, to Larmag Invest-ments, owned by Swedish maginclude an extraordinary and nate Mr Lars-Eric Magnusson unexpected surge of foreign JLW was involved in both investment in commercial deals. "The Swedes move very buildings, first from Swedish institutions and now just fast. They are entrepreneuria people who can see a property in the morning and make an offer within 24 hours," says Mr starting from Japanese and Certainly, 1992 has pushed Fenwick. sels into the limelight, but

Brussels is only one of several European destinations for Swedish investment, unlocked by the recent easing of Swedish exchange controls. Yet even so, their arrival has taken the Brussels market hy sur-

Domestic Belgian investors, meanwhile, have been moving into commercial property for revealingly different reasons. Many former investors in Société Générale de Belgique have been looking for a new home for their cash after selling out to Mr Carlo de Be detti, the Italian businessman,

Private investors such as this, and including the apocry-phal Belgian dentist, have an easy opportunity to buy com-mercial property in the form of unitised buildings. Certificats d'immobilier are

something of a local speciality. Invented in the 1960s by local institutions, to finance some of the out-of-town supermarkets dotted around Brussels's suburbs, there are now 50 of these funds, around 10 of which are quoted regularly on the city's stock exchange. "There have been a series of very successful new certificates over the pas two or three years, most put-ting in a 50 per cent gain over that time. They are in direct competition with other forms of saving," says Mr Fenwick. William Dawkins

JUDGE Jean-Louis Duplat won a rare reputation for judicial integrity as President of Bel-gium's Tribunal de Commerce, or commercial court, a post which be held until the beginning of this year.

His appointment to head the country's Banking Commission has thus been noted with considerable interest, not least because of the somewhat inef fective role played by Belgium's financial watchdog agency during the hectic hid dramas of last year.

The contribution of Mr Duplat and his team could also be vital if the Belgian Government is to achieve its sim of turning Brussels into a m competitive and profitable European financial centre. "We strongly wish to partici-

pate in this development," he said in an interview at the Commission's offices in the city's famous Avenue Louise. We will have to show a combination of diligence and speed in dealing with all the demands that are placed upon 118.

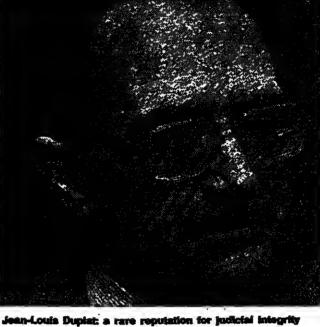
The task facing Mr Duplat is considerable. Neither of these qualities was particularly evi-dent last year during the spic takeover battle for Société Gén-érale de Belgique when the commission abruptly char sides on takeover tactics in what was seen by many as a blatant Government inspired move to help fand off Mr Carlo De Benedetti. The Banking Commission -

which Mr Duplat emphasizes is not a Government department and is independent of the politicians - has key responsibili-ties for supervising the coun-try's banks, protecting the country's savers, and vetting all public takeover offers where more than 50 people are involved.

sion", as Mr Duplet puts it, has just been added in the form of the new "transparency law" passed by the Parliament on March 2 and which came into effect at the beginning of this

# Tim Dickson on the new head of the Banking Commission An 'economic

ine problems within Belgium's family controlled companies. He insists, however, that the Commission will not be a push-over and that applica-tions for anonymity will be magistrate' treated "on their merits". Mr Duplat describes the Banking Commission as a sort of "economic magistrate." at the helm Decisions are taken every Tuesday by a panel of seven of which he is the full-time chairman and the others are part-time. A staff of around 50 "prepare the dossiers".



the declarations are correct," month. Designed to avoid large stakes in Belgian companies being secretly acquired, it spe-cifices that any shareholding of more than 5 per cent must be publicly declared within 48 hours of that ceiling being

Mr Duplat says that up to 1991 when Belgium will have to comply with European prac-tice there will be certain excep-"It will be our job at the Commission to make sure that

Profile of the country's biggest holding company

# New team at the top of La Générale

VISCOUNT Etienne Davignon and Mr Herve de Carmoy, respectively chairman and chief executive of Société Générale de Belgique, personify the new broom which has swept through the country's biggest holding company since it was "rescoed" 12 months ago from the clutches of Mr Carlo

nesses we own, by which we generally mean at least a 51 per cent stake," an SGB spokesman explained recently. What we then need is the right people to turn them into European leaders in their sec-One of the most notable

appointments is that of Mr Phi-lippe Bodson, the chairman elect of the industrial group

after the shake-up

Nine top executives a thair l He is one of the

shipping company CME the man who is also to have overall responsibility for the tronbled Generale Trading Company (GTC). His privately owned Hessenatie Transport Group where he remains man aging director at least for the next few months used to be

part of CMB. The man now in charge of Gechem, the chemical group which hopes to get back to profitzbility after its BFr 6.3bm recapitalisation at the end of last year is Mr Jean Duromoy.

We offer a comprehensive, integrated transport Integration of the provided and experience that

and a real solvantage A dos CNB

istria par kuge to impôri. Naxiale, e pougà to imeric

THAN

**CINE** 

CMB N.V., Her Y. B-2000 Antworpen - Tuil (03) 222 21:17. - Telex: 77204 CMS-B - Seletar: (05) 223.24.85

.....

lifelong employee of VM hav ing joined the company in 1962. His new chief executive at Vieille Montagne is Mr Ferdinand Crabeels.

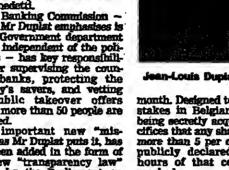
says Mr Dunkat. "It is no good company X saying it owns 10 per cent of company Y - we

will want to know more about company X."

"We need people to. turn companies into **European leaders'** 

The other top appointments since last September are Mr Guy de Cordes, the director

real estate group Compagnie Immobiliere de Belgique (who was previonaly part of SGB'a central holding company team); Baron Paul-Emmanuel Janssen, the chairman of Generale de Banque whose main task is to forge a successful alliance with its new "partner". Amro of the Netherlands, and Mr Michel de Hemptinne, the new No 3 at the insurance con-cern Groupe AG



An important new "mis-



G

BURUNDI

Member of the Group of Generale Bank

ZAIRE

come up from within, having taken much of the credit for the success of polyurethane foam products leader Recticel, **ON BUSINESS IN BELGIUM?** ENDOY READING YOUR COPY OF THE FINANCIAL TIMES the group's star company. Similarly the 59-year-old Frenchman Mr Albert Diabl, chief executive of the Liege-• WHEN YOU ARE AT THE FOLLOWING HOTELS: BRISSRIP. BELSON HOTEL · JOLLY ATLANTA · PRESIDENT CENTRE ET NORD · ROMA, WINDSOR · STEPHANIE · SCANDIC CROWN · HILTON based armaments group Fabri-que Nationale since the start of 1989, is also an insider having DE KEYZER · PLAZA · SWITEL joined the group in 1984. Mr Noel Masson, the chair-man of the zinc processor Vieille Montagne and the non-ferrous metals subsidiary MHO since the start of the year, is a LINGE: HOLIDAY-INN - RAMADA KORTRIJK DAMIER WHEN YOU ARE USING THE FOLLOWING BUSINESS SERVICES IN BRUSSELS: FLAT RESIDENCE BUREAU SERVICE WHEN YOU ARE TRAVELLING ON SCHEDULED FLIGHTS FROM BRUSSELS WITH: SABENA - BRITISH AUKWAYS - PINDAIR - LUFTHANSA - PAN-AM - TWA LINCE WITH: FINANCIAL TIMES Why not read your FT before your early morning shower? If you live or work in the following postal districts; BRUSSELS... 1000, 1010, 1020, 1030, 1040, 1041, 1048, 1049, 1050, 1060, 1070, 1080, 1090, 1100, 1110, 1120, 1130, 1140, 1150, 1160, 1170, 1180, 1190, 1200, 1210, 1410, 1420, 1620, 1640, 1800, 1900, 1920, 1930, 1931, 1940, 1950, 1960, 1970, 1980, 1981, 1000 ANTWERP-2000, 2008, 2018, 2020, 2030, 2040, 2050, 2060, 2070, 2080, 2100, 2110, 2120, 2130, 2180, 2200, 2230, 2232, 2600, 2610, 2710. KORTRUE ---8500, 8550. BEUGGE-~ Ø Brussels (02) 513 2816 FINANCIAL TIMES Central Brussels Accommodation Superb fumbled apartments and houses short and long lets. All enquiries for IXELINVEST S.A. 
 Annual Offices:

 BRUSSELS: File Arendt
 Tel: 322 513 4164 Fax: 322 511 2029

 LONDON: Hitash Talior
 Tel: 01-724 8048

 Cello Lucchese
 Tel: 01-724 1288 Fax: 01-708 2898
 - Â PROPERTY FOR SALE - BRUSSELS Unique opportunity to purchase FREEHOLD office tower 2,200 sq m, offers in the region of £900,000. Contact J. P. Terryck Tet (Brussels) 511-90-49

## **BELGIUM 5**

**PIET VAN Wasyenberge** is

typical of a new breed of asser-tive Flemish entrepreneur

## **PROFILE:** Barcos A painful turnaround

IN THE early 1980s struggling Barco mirrored the wider sickness of the then alling Belgian economy. Less than 10 years later, however, this Flemish electronics concern stands fully restored as a potent symbol of the country's growing prosperity and increasingly self-confident business sector.

5

~

÷....

5 e

. .

1

12

1

. . .

-----

16.

. . . .

22

3ع:

-

-7

- 5 123

22

. ÷

r.

Split up into two separate companies in the intervening years, the recently reunited group uurtures strong global as well as European ambitions, boasts a range of technically advanced - "niche" products from TV monitors to process control systems, and possesses a shrewd management strategy aimed at combining the flexi-bility and dynamism of small units with the clear benefits of large-scale marketing and "All the news coming out of

Barco has been positive in recent months," one leading analyst said earlier this year in a highly bullish report of the group's 1988 results and pros-pects for the merger.

It was not always thus. Orig-inally family-controlled Belgian American Badio Corpora-tion (hence Barco), tha company's successful diversifi-cation into televisions in the early 1960s ran adrift in the second half of the 1970s as stiff Japanese competition and the recession in Europe took their toll

Almost bankrupt, Barco's technology at one point looked destined to be sold to overseas buyers, but in the end it was ACEC, the once proud but now virtually diamembered Belgian engineering business, which took control of the industrial side of the group (which was re-named Barco Industries). The TV dependent consumer interests - stripped of many of the more promising ideas -was hived off and re-named Barco Electronic.

The recovery in both parts began almost immediately. Mr Hugo Van Demme reoriented BI towards high-end applica-tions in industrial electronics and BE under Mr Erik Dejonghe shifted its product mix away from the tronbled consumer markets and into the industrial arena (the TV side is down from 60 per cent of BE sales in 1982-83 to less than 5 per cent today).

What now seems like the inevitable re-marriage, how-ever, had to wait until this year when the GIMV, the pri-

the set surger a

vate investment company owned by the Flemish regional authorities and already the 62 per cent majority shareholder of BE, successfully negotiated to buy ACEC's 57 per cent stake in BI (thus taking its total stake to 87 per cent).

After last month's merger the GIMV holds 78.9 per cent of the shares, with the rest in public hands, though the plan is to find stable new industrial partners (Belgian or foreign) willing to buy up to 20 per cent of this stake. The relaxed attitude of Barco's top managers towards their main share older is not only indicative of the newly commercial and much less meddling style of ional investment companies

in Belgium but of their desire for stable ownership (preferably Belgian). Combined 1988 sales of the independently-run Barcos were BFr 6bn, and net consolidated profits amounted to BFr 567m. Shareholders' funds in the newly enlarged group amount to BFr 2.50n while there is BFr 2hn cash in the halance sheet to help fund further acquisitions.

According to Mr Dejonghe and Mr Vandamme - still the

The Flemish electronics concern

stands fully restored as a potent symbol of the country's growing prosperity

principal executives but now running the enlarged group in tandem - the end of the eightyear separation marks not so much a new beginning as the continuation of a strategy already well developed in the previously separate halves of the business.

Growth, they say, will come as much if not more from inter-nal expansion as from acquisitions, while Barco will stick to companies whose complemen-tary products and customers it already understands. "We should not only know about the technology we are buying hut abont the market place into which it is being sold," stresses Mr Vandamme, "When we don't know both we don't

want to be involved." The recent purchase of the small British company Dextralog, he says, illustrates the

-----

point. Based in Blackburn with 80 employees and 1988 sales of 23m. Dextralog is expected to enhance Barco's presence in the factory automation and industry computer systems business where the two companies are already active but at

different ends of the market. "This acquisition gives us access to the UK, while at the same time we can help Dextralog sell their products in Europe and elsewhere in the world," says Mr Vandamme.

The acquisition last year of the West German EMT - an andio business specialising in the broadcasting industry -involved a company whose customers Barco already knew through its own video and communications activities. With the April takeover of

Disc – a specialist in elec-tronic pre-press systems for the production of colour forms, labels and packaging in the graphics industry, as well as laser plotter systems for the electronics industry - Barco chains to have added not only a new strategic sector but a business with synergies for its new parent. These include the better resolution and picture sharpness which Disc should

sharpness which Disc should be able to bring to Barco's imaging products and the new software skills that could enhance the group's graphic monitors and projectors.

Gbent-based Disc, meanwhile, should benefit from Barco's wider geographical presence in markets such as Germany and the US.

Barco's "main goal", however, is to grow internally now that all its activities are func-tioning well (its only recent failure was a range of termi-nals for a videotext system, sold to the London Stock Exchange, which never really took off).

The hope is to develop at least three new product lines a year, from existing activities (Barco has managed two in each of the past two years), an ambition that should more easily be realised with the help of Barco's central laboratory, a 20-strong team devoted to research and development of products likely to have a market impact in five to seven years (compared with the two to three-year horizon typical in most of the operating companies). · · · · · · · ·

Tim Dickson

which is making an increasing impact on Belgium's commer-cial and financial life. According to 50-year-old Mr Van Waeyenberge, who was recently elected chairman of example, and the big motor car assembly plants like Ford, General Motors and Volvo. The the Vlaams Ekonomisch Verbond, the Flemish employers influx of the multinationals laid the foundations of our ecoassociation, Flanders is for his-torical reasons under-repre-sented in the Belgian financial nomic success and gave great opportunities to small and medium businesses to expand." He adds: "These have now grown on their own and will

high-tech American compa

tech (part-funded by the Wal-

loon regional investment com-

When I arrived I said that I

establishment - and he for one intends to put this right, The problem, as he sees it, goes back to Belgium's era of provide a good base for the expansion in the 19th century Europe of 1992. when Flanders was a poor, pre-dominantly rural region over-shadowed by the southern Wal-loon part of the country. "Thanks to our geographical situation and the efforts of the regional Government box. Mr Van Waeyenberge is currently working with a group of Flemish investors through a holding company called Asphales (derived from the

regional Government, however, we attracted a lot of international companies after the Second World War - the petrochemical groups with their refineries at Antwerp, for

IN MANY ways, Medgenix is the very model of a modern European business. Based in Brussels, it employs a wide variety of different

nationals, communicates easily in several languages, and plans to establish a comprehensive European sales and marketing network over the next two to three years. Above all, however, this

fast-growing healthcare group has consciously rejected its original strategy of looking to the United States for technical and commercial inspiration.

In a change of key which will be music to the ears of those planning the final stages of the EC's internal market programme, the company is now busy forging its own des-tiny with the help of predominantly European partners and the fruits of "home grown" pany, the SRIW, and subsequently sold for a fancy price to the US multinational, Eii Lilly). European research. Few people in Belgium, how-

ever, will have heard of Medge-nix, partly because it has hitherto kept a low profile and partly because until just a few weeks ago it was known in the market place as CDAB.

The recent name change was the end-result of a major restructuring last year which not only left Sonth Africancontrolled Anglo American as the company's leading indus-trial shareholder, but was carefully designed to prepare the group for the key transition from research-based entrepreneurialism to a more outwardlooking, profit-oriented sales-

ased approach. The story of Medgenix is virtually inseparable from the **Fighting for Flanders** which will soon be raised to 5 Flemings to break a 150 year per cent with the approval of tradition by being invited to per cent with the approval of the AG board).

**PROFILE:** Piet Van Waeyenberge

"Aspbales is a group of entrepreneurs and family groups which are collectively allocating part of their savings to acquire strategic stakes in big companies. We want to be active partners with a representation on the board, not passive investors. We have our feet firmly on the ground and we consider ourselves to be steady and serious. But we need time - we do not expect to achieve results overnight."

Greek word for solidity and seriousness), which last year own family-owned operating company Ecoval is a successful made its first major move by negotiating a 2.5 per cent stake trader in milk powder, butter and cheese, confirmed his and s board seat for its chair-man in the leading Belgian insurance group AG (a holding

#### **PROFILE:** Medgenix

# **Model European player**

character of its chief executive ventures with American com-Mr Bernard Sordet, a quietly determined 46-year-old Frenchpanies, plus a limited amount of private sector Belgian indusman who came to Belgium trial capital.

The experience was clearly not an entirely happy one. According to Mr Sordet, the European research teams were when he was appointed by the Walloon regional government in January 1984 to run its new biotechnology fund. more productive than their As Mr Sordet recalls, the fashion in Wallonia at the time was to try to attract young transatlantic counterparts, the Americans were trapped as he sees it in a "venture capital way of thinking with lots of a policy which produced mixed results, but which paid off hype, stock options and a bandsomely, for example, through the creation of Hybri-

The group has rejected its original strategy of looking to the US for Inspiration

determination to go public at any price," while "real indus-trial companies" such as Britain's ICI and Lafarge of could possibly work with American companies, but that I wanted decisions to be under our control," explains Mr Sordet, a trained chemist and France started to emerge as alternative research partners for the various CDAB operateconomist whose previous industrial experience included helping to build up the French ing companies.

Synthelabo Group, (part of L'Oreal) in the 1970s. "We didn't want to give the Americans our technology or become their subsidiaries," Thus, Celltarg (drug target-ing), Ire-Medgenix (diagnosexplains Mr Sordet, "so, in 1987 and 1988, we progressively cut our ties with them." tics), and Phytotech (in the field of bio-molecular and biocellular plant development)

At the same time, the requirement for additional capwere set up in the first two to three years under the CDAB umbrella, in collaborative joint ital to expand the sales and marketing activity of what was

and laments the "lack of liquidity here". He is nevertheless encour-

aged by the turmoil at "La Générale" in the wake of last year's unsuccessful takeover and says "it has changed Belgium and to some extent Europe". "It has shaken people up,

there is a fresh new wave

largely a research oriented group had become increasingly

apparent. New shareholders initially came on board in 1987 when Générale de Banque bought a 25 per cent stake from SRIW and sold it on to a variety of industrial and institutional investors. But the key turning point came last year when one of these, Anglo American, agreed to provide substantial new investment in return for a 32 per cent stake of the

enlarged group. "This completely changed the picture." says Mr Sordet. The old structure of joint research ventures finally disap-peared in the re-organisation we became a real company with a solid core of shareholders exploiting our own portfolio of products

What, then, is the new strat-egy of this bealthcare group, ich closed its 1988 accounts with sales of \$45m (and a roughly hreak-even position) and expects to reach \$100m in 1989 with \$6m of profits?

The Medgenix amhition today is to build a major European network of companies based on its international man-agement skills, its strong research capability, and its range of healthcare products which takes in everything from ethical drugs for prescription



financial activity and restruct-uring which is just in time for Europe 1992. The Générale bid has accelerated the process. Importantly, it has also demonstrated that companies must manage their shareholders as well as their customers."

Tim Dicksor

to health foods for over the counter purchase.

"We have not just limited our scope to that of treatment, we have gone further into the areas of prevention and nutri-tion. This will certainly help reduce the risk of getting prod-ucts registered, since nutrition products are potentially less dangerous and sbould take less

time to get authorisation." With \$75m in the bank, Med-genix aims, according to Mr fordet, "to establish in all European countries a stronger position than any national company will be able to build up outside its home territory. He adds: "The trouble with national companies is that they are often too dependent

on their home market or on their Government for support. They lack talented international management and their sales forces are generally tco big. Our plan is initially to make one acculsition per country by the end of this year, but later to join with those national companies that are bigger than us in their home market and offer them low-cost access for their products to the rest of Europe. That second hase I want to complete by the end of 1990."

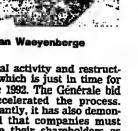
Medgenix's production is almost all sub-contracted at the moment, but if Mr Sordet succeeds in his plan the company will move into manufac-turing, creating 170 industrial jobs in Belgium to add to its 120 existing research staff and 100-strong sales and administration team.

------- --- ---

## their money taken away it is hard to re-invest". He looks enviously at the popular capitalism which helps underpin the British and US economies Mr Ven Waeyenberge, whos

arrival on the national stage last year as one of the group of

## join the main board of Société Générale de Belgique. The VEV chairman believes that Belgium's current high tax rates must he reduced "because if citizens have all



v

# TOUCH IN

# **BACOB** keeps in touch with you

We are a significant player in the Belgian markets and are rapidly expanding our international presence. We have established our position by being flexible and reliable. Furthermore, our strategy is based on steady growth and sound equity.

Home in Belgium, we are known to stand up for our clients. The personal commitment of our employees ensures our clients a full financial service of the highest quality level.

On the international market we want to associate our strengths and



rstraat 25 Rue de Trèves, 1040 Brussels - Belgium - Tel 02/237.82.11 g room 02/230.85.25 Telex BACOB B 62 199 SWIFT BACB BE BE

experience with you in order to establish a professional banking relationship.

KEY FIGURES (in billions of BF)	1987	1988
Balance sheet total Total deposits Loans Securities portfolio Reserve capital Net profit	314.5 116:0 165:9	425.8 386.8 136.3 203.0 19.5 1.7

# Your ideal partner in Belgium

### THE KREDIETBANK

The big Belgian bank with a clear insight into business. The bank with numerous worldwide connections. The bank that each day gives renewed proof that it is the ideal partner for you.

Head office : Arenbergstraat 7, B - 1000 Brussels Tel.: 02/517.41.11 Telex : 21.207 kb comp b 61.402 kb comp b

Branches, representative offices, associated banks and subsidiaries also in : Australia Germany Hong Kong Ireland Japan Luxemburg Mexico The Netherlands Spain Switzerland United Kingdom United States

## **BELGIUM 6**

Royal Tapestry Manufacturer of Gaspard De Wit

# **Historic threads restored**

THE pink brick facade of a 15th century former monastic refuge in Flanders conceals one of the hidden gems of Belgian culture.

Climb a stone staircase in the corner of e courtyard and you enter a large airy hall, now a tapestry workshop, its ancient interior walls bearing shelves loaded with multi-coloured bales of wool from floor

to ceiling. This is the grandly named Royal Tapestry Manufacturer of Gaspard De Wit, a thriving small business that celebrates its first century this year. Tucked into a back street of the medieval town of Mechelen, it is a fascinating corner of the country's culture for those keen to know the "insider's"

De Wit's 20 staff are all that remain of the historic Flemish tapestry industry, which in the 16th Century employed around 50,000 people in the Flanders region. Successive wars, plus the dwindling popularity and soaring prices of tapestries, have since almost wiped out this traditional skill. Yet De Wit is enjoying record prosper-ity in the hands of 39-year-old Mr Yvan Maes, who inherited the business - then on the point of collapse - from his grandmother nine years ago. Indeed, its only two Belgian

competitors went under in the interim, priced out of a stag-

nant market by mainly French competition. De Wit now sees Its nearest competition coming from three Parisian workshops, Chevalier, followed to a less extent by Aubusson and Gobe-lins, which have different specialities. Scores of self-employed weavers still dotted around the Benelux region are

also active in the market. The problem is that new tapestries are enormously expen-sive, costing BFr 100,000 (£1,500) to BFr 150,000 per square metre at De Wit's rates. Restorations are almost as costly, and beyond the pockets of all but the richest public gal-

Vet De Wit somehow returns roughly 10 per cent net profit on its BFr 20m annual sales and has orders stretching ahead for 18 months. The Mechelen business sur-

vived by being among the first to exploit a new and specialised skill, tapestry conserva-tion. This is a fundamentally not been easy for Mr Maes. The business was founded by his great-grandfather and working different and more affordable approach than restoration, in which more traditional compapractices had changed little nies such as Chevalier still spewhen Mr Maes began his apprenticeship there at the age of 17. When be later inherited the business, then specialising cialise. Conservation aims to preserve and stabilise the existing fabric of a tapestry rather than attempt to we in restoration and weaving, Mr Maes was forced to lose half of in new patches to restore it to a sometimes inaccurate vision

of the original

from Byron to Baudelaire have found so comfortable – or moribund – is not wanting for fire and brimstone. These sonable in price for pieces that are in such bad condition that smoulder away within layers sidered lost. It also they are con respects the tapestry and is more honest to its history," says Mr Maes. says Mr Maes. The main problem is to deal with bald patches, where col-oured silk or wool has worn away, leaving exposed and loose warp (horizontal) threads. The solution is to

strengthen the loose tapestry with a neutral coloured linen Under the management of backing and bind the warp together with widely spaced slik strands chosen to match Mr Gerard Mortler the Monnaie has become ona of Europe's finest opera houses. A Flemish native of Ghent, Mr the dominant colour of the surrounding composition Mortier took over as director of the Monnaie in 1981, fresh from the Paris opera house. Mr Mortier rapidly lifted the While conservation is the fastest growing part of the business, De Wit continues to provide full restorations and Mounaie opera company and orchestra out of the doldrums

provide full restorations and new works. Other well-known De Wit products include e tap-estry of the space shuttle, hanging in the US headquar-ters of Northrop Corporation, Restoring De Wit itself has not have accur for Mr Mass The and put Brussels back on the opera-goer's map. In his early years Mr Mortier mounted up to seven new productions a year employing some of the most innovative producers in Europe and stellar casts. Rowever, while earning crit-ical acclaim the Monnaie was running deep into the red. The growing deficit complicated Mr Mortier's life not only with the Government but with Mr Manrice Bejart, one of the giants of modern ballet whose troups had been in residence

the then 10-strong workforce.

BRUSSELS, wrote Robert Southey, is "the Paris of the Belgians and wants a little fire and brimstone". In fact, the Belgian capital which writers Real-life drama at the Monnaie A battle of the ballets looms

Mr Bejart grew into an inter-national star and though origi-nally from Marseilles became advance of a two-week engage-

Mr Mortier's arrival, the bal-let's revenues helped to subsldise the opera's deficit. Two years ago, however, when the government ordered Mr Mor-tier to cut back on spending he responded that both he and Mr Bejart would have to curtail their budgets, a position that Mr Bejart found unacceptable. After failing to secure a sep arately managed budget for the ballet Mr Bejart decided to quit the Monnaie and accept an offer to take up residence in Lausanne. But Mr Bejart continues to cast a long shadow over the Monnaie and Belginm's cultural life. Former members of his dance troupe are the leading dancers and choreographers of the Royal

would like the immeratio to come home and, in fact, post-ers of Mr Bejart are plastered all over Brussels months in

ment in November. Not surprisingly nostalgia for Mr Bejart has done little to encourage his replacement at the Monnaic, the American cer Mr Mark Morris. During the past few years Mr Mor-ris has been "hyped" by the US dance press and genuinely admired by many of the Euro-pean critics. His star was cer-binly rising when Mr Mortis decided to move Mr Mortis and his company from New York. Furthermore, the choice of an American company seemed to be a bold pre-emp-tive strike against any possi-ble row between Flemish and Francombane activity over Mr bone activists over Mr Francos

Mr Morris arrived with fan-fare but once Belgian andi-ences started to see his work they gradually turned against him. Full-scale hostilities broke out in April over the performance of Mythologies largely inspired by the idees of Roland Bartises. This includes a full striptease by Mr Morris and other dancers. The Bel-gian press denounced Mr Mor-ris and his patron Mr Mortler

for imposing "American pulp" culture on the country. The Brussels daily Le Soir Sweet The Brussels daily Le Soir commented that "the man who succeeded King Bejart was revealed in all his nakedness. This lamentable spectacle has success EVEN IN a country already plunged into consternation celebrated for its chocolates Wittamer of Brussels is special

those who had placed their hopes in Gorard Mortier's American find." Situated in one of the city's most beautiful squares the Place du Grand Sablon, its Mr Morris has struck back with a series of interviews in Place du Grand Sablon, its range of chocolates, pastries, cakes and ice-cream will quickly break the resistance of visitors to the Belgian capital. One reason for its success is its individuality, very tradi-tional but at the same time highly original. With 65 differ-ent sorts of praines besides their assortment of breads, croissant and cakes it is no Vanity Fair and Dance Maga-zine. Mr Bejart he finds to be totally passé and another well-known Flemish choreographer, Anne-Teresa de Keersmacher (Tear Jerker as Mr Morris calis her), so tedious Mr Morris had to walk out during the first act. None of these remarks has helped to croissant and cakes it is no improve his declining popular-ity in Belgium. Furthermore the public can look forward to a full-scale battle of the hallets in the automn when either by design or accident Mr Bejart's November performances will coincide with the start of the Monnaie's new season.

Monnaie's new season. So far Mr Mortier is sticking by his "American find" reminding the critics that Mr Bejart was just as unpopular when he arrived in 1963. Nev-ertheless, the coming years are likely to be awkward for both Mr Mortier and Mr Morris, Mr Mr Mortier and Mr Morris. Mr Morris's contract comes up for renewal in 1991 and Mr Mor-tier's in 1992. If the director wants to stay on at the Mon naie he may well have to shed Mr Morris at the end of three years. For many Belgians It will not be soon enough.

515 08 11

Am. 1461 11 19409

**Eugenie Maechling** 

wonder that one of the com-pany's mottoes is from the author Andre Gide: "Place ton Founded in 1910 by Henry Wittamer (of Austrian descent) the original bakery and pastry shop has since been expanded to include confectionery and capering. There are 70 employbonheur dans l'instant." catering. There are  $\Im$  employ-ees who make everything on the premises, invariably under the watchful eye of a member of the Wittamer family. The business is now run by

the grandchildren of Henry and his daughter-in-law Madame Yvonne Wittamer, an amusing lady who is a fund of anecdotes about the busin including the occasion an Earl Grey-flavoured praline was cre-ated to mark the visit of Queen

Jo Mulcaire

20 P.C.

21 2 S

# ...

<u>\_</u>

1.20

1.11

a: st

Bret .

he f

British Chamber of Com Crossroad of a nation plus other goods to value of BFr 7,500 BUSINESS merce, 30 Rue Joseph 11, 1040 Brussels. For visitors from other countel 32 2 219 07 88 GUIDE tries: 200 cigareties or 50 cigars or 250g tobacco , 1 litre of wine or 0.25 litre of spirits; plus other goods to value of BFr Electricity supply: 220 volts, Scandic Crown a.c., 50 cycles American Chamber of Com-250 Ros Royale, 1210 Brussels: merce, 50 Avenue des Arts, 1040 Brussels; ALL roads, they say, lead to Rome - but it is also the case Visitors in need of refresh course, continues today. Most ment can choose from more than 100 foreign restaurants, Currency: Belgian franc 100 Centimes = BFr 1 people driving Volvos may not realise it was probably manntel 217 12 34; National atriine: Sabena World that the two main Belgian Airlines, (headquarters: 35, rue Cardinal Mercier, 1000 Brus-sels; tel 32 2 511 90 60 telex 61871 but the adventurous will try the typical Ghent specialities, Exchange rate: BFr 65 = £1, (June 1989) 1.600 tel 32 2 513 67 70 motorways (E17 and E40) and factured et the company's Chambre de Commerce de the mouth of the two most important rivers of Flanders Ghent plant Useful addresses: □ The National Bank, (Banque Nationale de Belgi-que), 5 Blvd de Berlaimont, 1000 Brussels; tel 32 2 219 46 00; Business hours: Currency regulations: import - no restrictions; export - no Brunelles, 500 Avenue Louise, 1050 Brussels; Above all, Ghent is famous such as chicken-waterzooi Offices: 09.00 - 17.30, Mon-Fri Banks: 09.00 - 15.30, Mon-Fri (Lys and Scheldt) meet at for its hulldings, (including castles and churches like the Car hire: Avis: tel: 32 2 751 83 94 hotchpotch, braised beef, mokken (cakea), Katrienspekken restrictions tel 32 2 648 50 02 Shops: 09.00 - 18.00, Mon-Sat Ghandon, as it was origi-nally called, is the historical heart of Flanders and has been shaped by French, Spanish and Dutch influences among others Tipping guide: hotel staff, BFr 40-BFr 50; restaurants' service Hertz: tel 32 2 720 33 11 Europear: tel 32 2 640 01 95 cathedral and its belfry) and its C Antwerp, Kamer Van Koo-phandel & Nijverheid Van ts). (sweers). Charles V once said to the King of France: "Je metirals Paris dans mon Gand" (I would put Paris in my Ghent/glove). Ghent today can arguably put attractive squares. It is the town where Charles V was **Business languages:** Dutch telex 21855 included in bill; taxis, no tip-French, German and English Antwerpen, Markgravestraat born, where Jan Van Eyck painted his "Mystic Lamb" (which can still be admired in the St Bayon's Cathedrale) and ping; porters, BFr 30-BFr 40 Credit cards; Amex, Diners, Stock Exchange, (Commission de la Bourse de Bruxelles), Palais de la Bourse, 1000 Brus-**Botels in Brussels include:** National holidays: Jan 1, May 12, 2000 Antwerp; tel 32 3 232 22 20 Ci Amigo, rue de l'Amigo 1- 3, 1000 Brus-sels Tel 511 59 10; 1, July 21, Aug 15, Nov 1 and 11, Dec 25 and 26 over the years. In 1800, for example, when Eurocard, Visa Visas: not required by US, Jap-Ghent, Kamer van Koophansels; tel 32 2 512 51 10 the world in its glove: there is del & Nijverheid van het Gew-£1 Lieven Bauwens brought - or where every five years the a St Peter's square and a little Climate: temperate; wet win-ters, (suitable business wear: medium-weights throughout the year, with overcoat for winter) e, or for most European telex 21618 Government Statistics. est Gent, Building Lieven Bausister of Notre Dame in St Bavon's cathedrale, while the Suez canal is merely a larger copy of the Ghendi-Terneuzen canal. The Panamese used "smuggled" - the famous "Mule Jenny" to Ghent, the world's flower lovers come to the giant Floralia. nationals, (up to 3 months' (Institut National de Statistiwens, 41 Martelaarsin, 9000 B Hilton, que), 44 Rue de Louvain, 1000 Brussels; stay) Ghent; 38 Boulevard de Waterloo, 1000 Brussels; tel. 513 88 77; telex city became the "Manchester of the Continent", thanks to Annual events, such as the Flanders Technology Exhibi-tion, the International Film Vaccinations; smallpox vaccitel 32 91 25 33 07 Liege, Chambre de Com-merce et d'Industrie de Liege, nation required, except for resttel 32 2 513 96 50 the rapid growth of the textile dents of European countries, C Federation des Enterprises de Belgique (Belgian Employ-ers Association), 4, Rue Raven-stein, 1000 Brussels; tel. 32 2 Driving li ence: International industry. The sumptuous town mansions with their facades in Festival and the Festival of Ghent always bring hordes of Canada and US Rue des Mineurs, 4000 Liege, tel. 32-41 23 62 11 Driving Licence and foreign licences accepted, but a Bel-□ Stephanie avenue Louise 91 - 93, 1050 Brussels, tel 539 02 40; French style, are testimonies to that prosperous period. The industrial tradition, of

residents

gian licence is obligatory for

Jo Mulcaire

5 1

experts, film fans and tourists to the Mecca of the "Stropkes"

(noose-bearers").

. . ..

Ghent technique to dig what is now the world's largest sea canal Anne-Marie Vandenabeele

S. B. S. M. W. S. S. S.

at the Monnaie for 25 years. In his years at the Monnaie William Dawkins

> Customs allowances: import (EC countries), 300 cigarettes or 75 cigars or 400g tobacco; 1.5 litres spirits or 4 litres wine;

Belgium's leading cultural fig-me second only to Mr Jacques Brel, the Brussels singer and song writer. It was Mr Bejart's ballet of the 20th century which attracted andiences to the Monnaie and kept the theatre's finances in order. Indeed Mr Bejart was so suc-cessful that ha was almost always in the black and after

Flanders and Royal Wallonia Ballet companies. Many art-ists, critics and politicians

ejart's successor. Mr Morris arrived with fan

telex 61871

Lin waters transfer

PLATE MORNEY

1999 - 1997 - 1997 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999 - 1999

of a linguistic and cultural inheritance that threatens now and again to bring forth a

full-scale volcano. In fact just such an eruption appears to be building up beneath the Thea-tre Royal de la Monnaie, home of Belgium's national opera and dance companies, and the bastion of the Belgian estab-

# What kind of company would want to set up in Belgium?

.

BAYER - BELL TELEPHONE - BLACK & DECKER - BOSCH -BRITISH PETRO LAR - CBR - CHAM SPA CASTROL -- CONTIGEA COTIPMEN  $\mathbf{RS}$ ŏτ (<del>}</del>

# No comment.

Thousands of international companies have chosen Belgium as their European base. If you'd like to know why, we'll send you a free information pack on the why's and the how's of setting up here, the tax allowances, the incentives and a host of other benefits. And you'll learn from a selection of senior managers why they and their companies feel very much at home here.

For more information please contact the local Belgian Embassy, the General Consulate, and/or the Service for Foreign Investors at the Ministry of Economic Affairs, 23, de Meeûs Square, 1040 Brussels - Phone: 32.2.511.19.30 -Telex: 61932 ECOEXT -Fax: 32.2.514.03.89.

্1



# **FINANCIAL TIMES COMPANIES & MARKETS**

Monday June 19 1989

**CAMERON MARKBY HEWITT** 

Sceptre Court 40 Tower Hill London EC3N 4BB Telephone: 01-702 2345

Also at Lloyd's

### INSIDE

ż

89

٠*:* .

÷.,

• 5

÷

Υ.

ų,

1

 $\mathbb{V}_{n, p, r}$ 

. . .

-194

, ¢,

------

÷.

ينو و. معصقه م

### The not-so-red carpet treatment



Ouiz most bank customers about the quality of service they receive and you are likely to undam e powerful streem of complaints. Yet talk to any aenior banker and he will quickly say that good sarvice is ona of his key aims. David Lascelles, in the Business Column axplains why banks have auch trouble getting quality into the market. Page 38

#### Setback for Asher Edelman

Mr Asher Edelmen, the US arbitrageur has suffered a setback in his battle with Storehousa. Tha UK Takeover Panel ruled tast Friday that ha must convert his "provisional" bid for the stores group into e full bid within e specific, but as yet undisclosed period. Pege 26

#### **Nightmare Abbey**



A logistical nightmere. hat ia what tha Abbey National'a forthcoming lotation looks like et first glance, since it involves processing paperwork for up to 5.6m potential Investors, Yet in aome respects the asue is less complex than British Government privatisations and Abbey has been able to curtail greatly the paperwork involved. Page 26

#### Minting at a return to health

The liberalisation of the Euroyen sector of tha International bond market that allowed a clutch of short-term daala to amerge on Friday did not herald a revolution in the market, For waary syndicate managers, however, it held out the distant prospect of e gradual return to health for e sickly sector. Page 22

#### **Market Statistics** Base lending rates Money markets New int bond issues Euromarket turnover 23 FT-A World Indices FT/AIBD Int bond svce

23 NRI Takyo band inder US money market rates US band prices/yields 24 34 24 34 24 34 Foreign exchanges London recent issues London share Service 34 Unit trasts 28-31 32-33 World stock askt indices

n the whole I have suf-O fered hardly any nostalgia since I crossed the Atlan-tic, rather to my surprise; but the sight of two old friends, Tim Congdon and Brian Reading, playing I'll-be-Thatcher, you-be-Lawson in our correspondence columns, did the trick.

These arguments about over-funding meant a lot to me once. Monetarists seem to inhabit an intellectual permafrost, and the old, deep-frozen arguments have affected me like a wartime bugle found in the attic. Washington adds a new perspective, but essentially this is a very British argument, like Dean Swift's bigendians and little-endians.

It goes back a long way, arouses strong passions, and makes not much sense. Overfunding - selling more Govern-ment bonds than are required to finance the public sector's needs started in Britain long before the budget went into surplus. It was devised to offset excessive private short-term borrowing by repaying short-term public debt, and thus cut bank balance sheets back to size. This did achieve apparent con-

trol of monetary growth, but only by contradicting Professor Milton Friedman's dictum that money and credit are two sides of the same coin. The "corset" controls on the banks were another inge-nious way to achieve flattering figures: does anyone want to revive them?

In managing over-funding, the Bank of England behaved much

Home arguments from abroad

## By Anthony Harris in Washington

Government's short debt, until there was a Treasury Bill famine; and when it could buy no more, it switched to commercial paper. At one stage the Bank became much the biggest lender to Brit-

much the biggest lender to Brit-ish industry. It would surely have been sim-pler to check the growth of bank intermediation by encouraging-ing investors to lend directly to industry in the commercial paper market, rather than by selling long bonds to the public so that the Bank of England could buy in the commercial banks' industrial the commercial banks' industrial loans; but this sensible change in the rules was made only at the end of over-funding.

M r Congdon writes as if he had forgotten this episode when he argues (rightly) that recycling of this kind makes over-funding point-less, Over-funding as it was actu-ally practised (and would proba-bly be appetied agric) bly be practised again) massaged the money numbers, but that is about all.

Mrs Thatcher berself bad something to do with putting a stop to the whole charade. Subse-

as Mr Reading described in his letter: it decided that it had to do something with the money it raised. First it bought in all the finance its future pensioo liabilities. It seems only natural to use these funds to redeem its bond liabilities, which Mrs T approves; or to buy dollars for the currency reserves, which she bars. Either way, sterling gets back into private hands, and Mr Cong-don objects. But the alternative

to shrink the Bank of England's balance sheet, like a solvent company winding np - has very lit-tle do with the broad-definition monetary target Mr Congdon favours. Provided it is allowed to banks, it is monetary base con-trol, once preached by Mr Gordon Pepper. The monetary base, not broad money, is the target. The British authorities studied

this idea several times, and rejected it; they think it is their job to protect the banking sys-tem. But if the banks are sheltered from the squeeze on the public balance sheet, the result would look just like M0 targetting. Mr Lawson has hit his MO targets, but nobody seems to care. The whole picture looks very different in the US.

The Federal Reserve is no more monetarist than the Bank of England - both institutions study the money numbers cootinuously, and can make little sense of them. But the Fed is perfectly willing to put pressure on the commercial banks, and does so daily. The aim of its open-market operations is to drain reserves from the banking system, or to supply them.

hese interventions have a powerful effect, as every-one knows: quite small interest rate moves will make yield curves twist, exchange rates jump, and bond markets tremble, which suggests that pol-icy is much more powerful when people can understand it. The plea for over-funding suggests a different moral: that monetary policy works better when there is plently of government debt to sell. Odd, that.

The Fed's operations do affect the money numbers, and actually in moch the same way as overfunding does: that is, tight reserves drive commercial bor-rowers out of the banks and into the commercial paper market; but whether this matters depends on which aggregate you watch. Narrow monetarists currently

argue that Fed policy is too tight, because they watch narrow mea-sures, which are squeezed under these methods; the inflationdoomsters believe it is not tight enough, because they watch broad ones. Both are dissatisfied fringe minorities.

From abroad, Fed policy looks less benign; the gyrations of the dollar and of foreign dollar reserves, the build-up of several bundred billion dollars of bad debts, domestically and interna-tionally, and the sufferings of the poor in many debtor nations, are not trivial costs to set against sustained growth and moderate inflation in one country. The Fed sbould remember that it is an elephant in a rowing boat. However, it has had a great

deal else to cope with: the results of its own weakness in the 1970s, the rise and fall of White House monetarism, and of the oil price; with venal and gullible bankers and politicians, with deposit insurance laws which invite fraud and tax incentives which encourage speculation, and with a US budget partly out of cootrol. This is rather a heavy load to

place on open-market operations. Mr Alan Greenspan, the Fed chairman, meets the Keynes test of a useful economist - a helpful



technician, not a High Priest. The Fed governors, who can muster a whole doctrinaire debating soci-ety, agree in practice to watch s whole list of indicators - wages, sensitive commodity prices (including gold), exchange mar-kets, iodustriel bottlenecks, credit trends and asset prices -as they debate whether to give a gentle nudge to the credit markets.

Ob yes: and the mooey num-bers. The Fed still targets the broader aggregates, but with wide ranges, and sceptically. The Goveroors' opposite numbers in Threadneedle Street would no doubt approach their job in much the same way if they were left to themselves.

Whether what is right for the Fed would be right for a smallish members of the European Community is quite another questioo, which should be left to debaters who are on the spot.

# Little bulls tremble as big bulls charge

Peter Bruce looks at the strain placed of Spanish brokers by impending stock market reforms

sion Nacional del Mercado de idespread uncertainty about how a sweeping reform of Spain's stock markets on July 29 is going to be implemented is straining decades-old bonds between stock brokers in Madrid and threatening to ignite a damaging fight over commissions once the reform comes into effect, Applications for membership of

the new markets close this Friday and it is already clear that the reform is going to be much less dramatic and far more chaotic than originally thought. The reform is vital to Spain.

Although the markets, capital-ised at \$174.8bn (£116bn) at the end of last year are bigger than, say, Italy's, an increasing num-ber of Spanish companies have begun to search for new capital

Valores (CNMV), still have an impossible amount of work to plough through: • They have to finish register-ing up to 50 new broking and dealing companies formed by existing brokers agentes de cam-bio y bolsa whose old individual treding licences are being revoked.

• Companies have to be created to administer the Madrid, Barce-lona, Valencia and Bilbao stock

and Valencia and Finlas Stock exchanges. These company's then have to decide how to finance their exchanges.
A centralised body to run a quick, simplified, book entry set-

thement system still has to be cre-ated. The CNMV has given up any hope that this can be done by the end of July.

iy in which ea

ers are still not sure what the the CNMV president, 38-year-old Mr Luis Carlos Croissier plans to do with commissions. His instinct is to keep the current fixed 0.25 per cent but if he does, say some small houses, it will be almost impossible to do profitable retail business. The smaller brokers would pre-

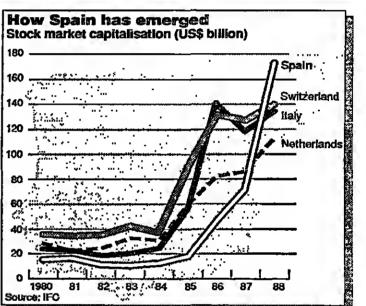
fer two fixed commissions - 0.25 per cent for institutional business and a higher one for retail deals.

r Croissier's other option is to fix 0.25 per cent as a minimum until commissions are fully liber-

"At 0.25 per cent there will be no retail business," said Mr Cesar Alierta, president of Beta Capital, Which has linked up with an

"People have still not become used to dealing with (indepen-dent) professionals," said Mr Teodoro Millan, executive director of Benito & Monjardin, B&Ms chief executive, Mr Juan Fabregas, said he thought 50 members in Madrid – which will do more than 90 per ceot of the trading in Spain - would be excessive. "We don't think there will be enough market share for everyone."

The bank-backed brokers are trying to calm the frayed nerves. Mr Lacaci said it was crucial in Mr Lacaci said it was crucial in the next few weeks to agree on a "neutral" way for members to finance the exchanges. The Seca-rities Market Act, passed less than a year ago, distributes vot-ing power on the new exchange govarning bodies by weight of capital - giving bank-backed brokers great influence.



21

Companies in this section 25 Fobel 25 Grainger Trust 24 Habit Precision BICC BPP Holdings Baitica Holding Bsnco Central 24 Hawtin 24 25 Hoskins Brewery Cowie (T.) Craig & Rose John Labatt 25 Nippondenso 26 Sea Containers 24 Storehouse Creighton Labs Eastern Air Lines 24 24 24 26 Strata Investments Ercan Esab Feedback Trimoco United Guarantee

complaining 1000 10 liquidity at home. Foreign investment, which accounts for about a quarter of the trading volume in Madrid, is

still worryingly speculative and big foreign institutional investors are hesitant. A chaotic and arduous settlements system, and the almost complete lack of transparency in the market, have kept Japanese investment particularly low.

But six weeks off the reform deadline, overworked staff at the new market regulator, the Comi-

exchange will have a 25 per cent stake, has to be created to run e new computerised trading system (Cats), which should replace the 10-minute floor trading sessions that take place in each sector. Serious work on a code of conduct has not yet begun, despite the fact that most of the new brokers will form part of compa nies or banks heavily engaged in investment banking or which have important shareholdings in quoted companies. Prospective brokers and deal-

A new co

which has linked up with an agente to become e dealer-mem-ber of the new Madrid market.

One senior agente, Mr Carmelo Lacaci, whose firm is registering as a broker in partnership with one of Spain's big commercial banks, Banco Espanol de Credito (Banesto), said agentes had begun urgent talks on bow to prevent a commissions war after July 29.

The overriding fear among smaller houses is that the bank-ed-backed brokers will quickly dominate the new market.

rs en

"We could dominate the mar-ket (in both trading and administration)," Mr Lacaci said, "but it would be a market full of corpses. Nevertheless, the sheer uncer-tainty about what is going to happen is making agentes ner-yous as they work out their last weeks as Government-appointed

A fierce struggle for analysts and traders has already broken out, with staff with two or three years experience at independent (non-bank) houses being offered

huge sums to defect. Senior analysts in Madrid now earn close to Pta10m (£50,000) a year, but offers of double that are emerging.

Mr Lacaci said his firm was also hiring from London - be plans to more than triple staff to 100 in a year - and that salaries of op to Pta 40m for very senior staff were possible.

There will also be serious diffi-

culties in implementing computerised continuous trading, Mr Croissier admits, because the new legislation allows quoted companies to decide for themselves whether or not to enter the Cats system. By July 29, be says, only 30 per cent of the shares quoted in Spain will be on Cats and that the process could take two years to complete. Floor trading will cootinue, meanwhile.

## **Economics Notebook** The force for monetary union

SPAIN'S decision to join the exchange rate mechanism of the European Monetary Sys-tem from today is just the latest - albeit most spectacular - evidence of the bandwagon

rolling for greater monetary integration on the European mainland.

In a recent major speech. Mr Karl Otto Pöhl, the Bundssbank president, went so far as to declare that European economic and monetary union was no longer a utopia.

Mr Pohl, regarded by some in Whitehall as a sceptic and ally of Mrs Thatcher on European monetary matters, said in Cologne: "We find ourselves in a dynamic movement towards this goal that I am convinced is irreversible."

The Bundesbank is actively preparing itself for increased integration in the European Community. Bundesbank men are to be

posted to Paris, Rome and Madrid, giving the bank a European network alongside its established representations in the major financial centres of New York, Tokyo and Lon-· · · 

This activity should strengthen the Bundesbank's already strong claim to be the bome of the European System of Central Banks, the EC monetary authority envisaged in the Delors report on economic and monetary union.

it could be bad news for the Bank of England if Sir George Blunden, its deputy Governor, was serious last week in making a pitch for London to be the home of ESCB.

#### **Dollar Doggedness**

Mr Pöhl's enthusiasm for Europe contrasts with his cool-ness towards intervention by the Group of Seven countries to curb the rise of the dollar, The Bundesbank decision to

sell dollars last Friday for the tion. first time since the end of May

marked a change in tactics not strategy. Mr Pohl believes intervention "against the wind" can encourage the dollar

bulks. He said in Bask last week, that the central banks must avoid selling dollars too cheaply for fear of giving spec-ulators currency that they can

resell without risk at a profit only hours later. One result of this caution is

that the Bundesbank's dollar reserves are ronghly at the same level today that they were at the start of this year's sharp dollar rise. Dollar sales through inter-

vention have been made up by interest earned on the Bundes-bank's reserves and money that flows to the Bundesbank from the US forces in West

Germany. By contrast, the US has sold dollars heavily. European cen-tral bankers say the Fed sold \$7.5bn for D-marks and about half that amount for Japanese

yen in the period to the beginning of June. Last week's dollar declines may possibly be sign that this doggedness is starting to pay

ណ៍ Domesday Tax

Would Mr Nigel Lawson have kept a better grip over infla-tion if he had a land tax in his fiscal armorv?

The question is prompted by a new study", published by the Centre for Incentive Taxation, which suggests that the UK Government is depriving itself of a potentially important economic policy lever simply because it has no idea of the

value of land within Britain. So long as property was taxed through rates a land tax would have been politically impossible. But with rates giv-ing way to the poll tax, iand tax may be worth re-examina-

Unlike rates, a land tax

Α.

would apply to site values only and not the buildings or other this week.

THIS WEEK

capital improvements on them. The relevance to the Chancellor's present plight is that e land tax could have removed one major factor that encour-aged the property boom which preceded the present inflationary surge.

A land tax would encourage owners of vacant land to bring it onto the market.

It could have thus limited It could have thus innited rising land and property prices and the associated phenome-non of equity withdrawal, where strong growth of credit, granted on the back of rapidly rising house prices, stoked last year's boom in demand and helped cause Britain's buge current account balance of payments deficit and its continued inflationary pressures.

The study says Britain would need a new Domesday Book - a full cadastral survey of land use throughout the UK - as an initial step to such a tax.

This, it is claimed, would be cheaper to arrange than the poll tax register.

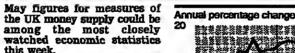
Modern computer technology would make constant updating of values possible. Such a scheme is already used in Den-

mark. The study's authors believe a new Domesday Book would show that economists have greatly underestimated land's rental value and taxable potential in Britain.

A Domesday survey could also provide information for rational decisions on agricultural and environmental issues and in cases such as water pri-vatisation where large chunks of land will change hands.

\*Costing the Earth, edited by Ronald Barks, Shepheard-Wal-wyn (Publishers) and the Centre for Incentive Tazation. (£5.95).

Peter Norman



The various aggregates have shown different patterns in recent months. Growth in M0, the narrow measure, bas slowed considerably, almost falling within the Government's 1 per cent to 5 per cent target range. But M4, which includes bank and building society deposits, continues to grow at an annual rate of more than 18 per cent.

The consensus of analysts' forecasts, compiled by MMS International, the financial international, the infancial research company, is for tomorrows' figures to show e 1.1 per cent rise in M0 since April. M4 is expected to have increased by 0.7 per cent. Bank and building society lending is expected to have risen by 250m. Figures for Gross Domestic Product in the first three

months of 1969, also tomorrow will give clues to the strength of economic activity. Analysts expect the average measure to

show no growth. In the US, trends in the per-sonal sector could provide e theme for financial markets, possibly infinencing the short-term course of dollar trading.

Figures for personal income and consumption in May are published on Friday. Analysts expect rises of 0.4 per cent in incomes and 0.3 per cent in consumption. First quarter US Gross National Product figures are

released on Thursday showing the strength of economic activity. A 4.3 per cent rise compared with the previous quarter is forecast. May's advance report on durable goods is poblished on Friday. A rise of 0.5 per cent is

French inflation features tomorrow with the publication of May consumer prices index. April's figures showed a rise of 0.6 per cent compared with the previous month, taking the

annual rate to 3.6 per cent.

r

Annual percentage change 20 15 10 5 1988 1989 1966 1989 May's figure is expected to be relatively poor, perhaps rising by 0.4 per cent. French industrial production figures for April are released today. In March there was a

fall of 0.9 per cent. In West Germany, Mr Karl Otto Põhl speaks on "The Way to an European monetary union on Thursday. Other events and statistics this week (with MMS International con-

sensus of market forecasts in brackets) include: Today: Australian current account figures for May. European Community economic and finance ministers meet in

Luxembourg. Japan, first quar-ter gross national product. Tomorrow: UK revised capital expenditure in first quarter. Japan, household consumption expenditure in April. Wednesday: US Federal Bud-

get for May (-\$20bn) Two-year, four year Treasury note auc-tion. UK construction, nsw orders in April. Australian retail trade in April.

Thursday: UK manufacturers and distributors stocks in first quarter. US corporate profits in first quarter. Japan,

wholesale prices in June. Friday: UK, Mr Nigel Lawson, the Chancellor, addresses the Welsh Conservative party conference. May cyclical indicators. Building societies monthly figures for May (£4.5bn). US 52-week Treasury

## bill announcement.

# **MORE THAN** 12,000 TRADERS NOW HAVE MICROGNOSIS

And that's a very healthy sign. Because Micrognosis digital and video trading floor systems are making traders more productive and more competitive by putting all the information they need at their fingertips.

بسبوه الديوة يعاونه ولينا والماته فسيتجز فتقاور وكالشار والمتحا الما

If you're planning a new floor, why not find out what we can do for you?

London: 01-528-8282 Zurich: 01-242-14-50 New York: 212-514-8640 Tokyo: 3-982-9094

والمجاد ويحد والاستخرافية والمحمر والمحداني العكار

IIIEIIA **MICROGNOSIS** 

 $\sim 10^{-1}$ 

## **INTERNATIONAL CAPITAL MARKETS**

#### INTERNATIONAL BONDS EUROCREDITS French theme for Euroyen deals hint at slow return to good health lowest weightings in yen bonds for five years. The yen's weak-ness against the dollar has diminished the attractions of relative weakness of the yen It reflected primarily, how-ever, the real lack of liquidity THE liberalisation of the Euroyen sector that allowed a clutch of short-term deals to Europe, said: "Friday's busi-ness represented a trial of the new world, demonstrating the **EuroDisney** loan against other currencles. The lack of swap opportuni-Euroyen new issue on the secondary market for volume Yen trillion investing in the sector, while fears of further rises in Japa-

MICKEY MOUSE is finally making his appearance in Europe – and Japan and a few other places as well. Almost a year after it was first mooted, EuroDisney SCA has at last prepared its first foray into the Euroloans market with a FFr7bn 18-year loan to be syndicated in three separate tranches

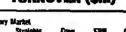
The loan is intended to augment a \$1bn offering of shares set for this autumn which will provide the equity portion of financing for Europe's first Disney theme park – a 4,800 acre site 20 miles east of Paris. The equity and debt financings together are intended to proride funding for construction of the park's core.

The form of the loan has apparently been reconstituted since rumours of its arrival first appeared in the press a year ago. The most significan change is apparently substitut-ing the European Investment Bank (EIB) for the role initially intended to be provided by the French state via its own Caisse

des Dépôts et Consignations. Letters were sent last Wednesday by the lead man-ager for the loan. Banque Nationale de Paris, with sup-port from Morgan Guaranty. Unlike the Eurotunnel financing, the loan will not be syndicated internationally but each portion will be aimed at a small number of banks. Terms for each of the tranches are

expected next week. The largest of the tranches is a FFr4.5bn loan to be syndi-cated among banks with domestic French franc operations - meaning that only local banks or French-

#### EUROMARKET TURNOVER (\$m)



2,930.0 4,020.7 1,398.0 1,592.1 127.3 300.0 0.0 376.9 Seco Harbeit USS Prev Other 79857 7.7914 4188.9 7.3840 3.4840 27.3243 3.347.2 21.4815 Tata 50,156.7 64,109.3 30,613.6 40,944.2 31,255.3 56,183.6 23,765.5 41,277.7 13,948.6 10,330.6 24,928.3 17,532.2 USS Prev Other Prev Week to June 15, 1989 Source: AIBD

based branches of foreign banks will be invited to partici-pate. In addition, there is a FFribn tranche to be syndicated exclusively among banks based in Japan. Finally, there is the so-called FTr1.5bn EIB tranche in which funds will be extended by the EIB which, in turn, will arrange for a backstop facility from a group of commercial banks. Terms of the loan are the

subject of intense speculation among bankers. After all, EuroDisney has no revenue producing assets as yes although it does have the back ing of one of America's best-loved companies, Walt Disney, with a 17 per cent stake.

with a 17 per cent stake. Elsewhere in the Euromar-kets, GPA Group, acting as borrowing agent for a group of aircraft leasing limited part-nerships it controls, completed a \$1.25bn eight-year aircraft financing facility with oversub-scriptions received totalling \$3.2bn. However, GPA has decided azainst pereiving addidecided against receiving additional funds.

The facility, arranged by Citibank, followed a novel structure in which lenders funds were assigned to the var-ious partnerships on a pro-rata basis. The mechanism was US DOLLARS Nippon Shee Omron Tatek Nippon Oll au Nagoya Railn Credit Lyons designed to avoid forcing GPA's various partnerships from having to compete with each other simultaneously in SAS♦ IFC♦ the loans market.

The facility will comprise Sanwa Austr Sumitorno Co revolving loans and/or letters of credit and/or guarantees on Sumitorno Co Pacific Metal Neste Oy MAP Investe Den Danske Collateralise either a committed or an uncommitted basis. Committed facilities carry a margin of a over London interbank offered Crediop(k) . Eksportfinans New Zealand rates, although funds assigned to the GPA Airbus limited partnership carry a slightly lower margin of % per cent. Polly Peck International signed a \$70m three-year com-posite credit facility arranged AUSTRALIAN State Bank o Ford Credit D-MARKS by United Mizrahi Bank and Bulgarian For Eurofima(e)‡4 LKB Baden-W ElB(r)‡◆ Commonwealth Bank of Aus-tralia. The facility consists of \$35m in letters of credit and \$35m in cash. Terms were not

TCI, a wholly-owned subsid-iary of US-based Tele-Commu-nications, has increased the size of its revolving credit facil-ity to \$475m from the \$300m initially planned.

デ 単 単 行 HOKI



IRIKI

. **.** .

emerge on Friday did not herald a revolution in the market. For weary syndicate managers, however, it held out the distant prospect of a gradual return to health for a sickly sector. The issues launched on Fri-

day spoke volumes about the state of the market. Of the deals, all were for small amounts of abont Y10bn (\$70m), only five were straight maturity - so-called plain vanilla deals - while the rest were specialty issues, targeted in the sense that redemption or coupon payments were linked to the Nikkei stock index or Japanese government bond futures contract.

The small size of the deals was welcomed by Eurobond houses, which had been wor-ried that the lifting of restrictions on maturity and credit ratings for non-Japanese bor-rowers might lead to issuance that would swamp the limited demand outside Japan for yendenominated paper.

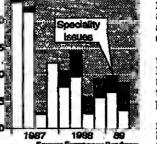
Euroyen bonds. In recent months many issues have been aimed at specific accounts, often in the Far East, and have never traded on the open mar-ket. Even more public deals have tended to drift back to

Japan, where the paper is locked away. Frustrated by illiquidity and uncertain demand, financial

engineers have perfected deals offaring Japanese investors high coupons in return, for example, for a bet against the performance of the Japanese equity market. Life insurance companies which own large stock holdings at well below book value have a natural book value have a natural hedge against the instruments and snap up paper when they are offered the right package. But they cannot escape the fact that, as one syndicate manager said, "the secondary market in Euroyen bonds is

vestor demand." virtually non-existent. Para-doxically, this means that we

can bring new issues which



look tightly priced, because the secondary market prices give no idea as to where there is

There was much comment howaver, that although the continuing deregulation of the Euroyen sector was welcome, cyclical factors made it unlikely there would be a dramatic pick-up in business in the next few months.

Mr Jan McCourt, of Daiwa

potential for greater interest in the shorter end of the maturity range. Deals will get bigger and liquidity will improve, but slowly and in line with demand

In particular, traders pointed to the yields offered by some of Friday's deals. For example, the Chrysler issue was priced to offer an all-in yield of 5.52 ver cent

The US car manufacturer, 1985/87 the bond market stormed ahead as non-Japa-nese investors pocketed good rated triple-B, was the first borrower to take advantage of the removal of rating restrictions, but as one dealer pointed out the bonds offered a yield below that of secondary mar-ket paper issued by US corpo-rations with a AA rating. returns. Last week the yen see sawed, reaching what many thought was its temporary low point when it fell below Y150 to the collar before all with the temp

when it fell below 1150 to the dollar, before rallying to about 7145 against the currency. In the short-term, traders expect the volatility of the currency to More pertinent, the Chrysler bonds offered only a marginal pick-up over one-year Euroyean deposit rates, which were yielding 5% per cent last week. The market for plain vanilla continue, but the longer-term outlook is more favourable. bonds has been severely con-stricted by the lack of arbi-trage possibilities and by the

thes goes back as far as the middle of last year and has been an important brake on nese interest rates have also played their part. activity. Even triple-A rated borrowers find it cheaper to borrow in other currencies and swap into yen than to borrow directly in yen.

these cyclical factors, lack of demand for Euroyen bonds has led to lack of supply, feeding tha move towards illiquidity The cnrrency, too, has acked the fundamental attractions which once made it so powerful. During the long buil and setting a vicious circle which has proved bard to run of yen appreciation over break.

Certainly the Japanese Min-Certainly the Japanese Min-istry of Finance's expressed determination to deregulate the Tokyo market will help, but Friday'a changes were, nevertheless, greeted with cyn-icism by some officials. One portrayed the lifting of what he called "silly restric-tions" and argued that the

Against the background of

ijΠ

tions," and argued that the rules had originally existed to rules had originally existent to protect the domestic system of bank debentures which could only be issued by Japanese commercial banks.

on US domento

Today, according to syndi-cate managers, most institu-tional portfolios have their

Andrew Freeman

Ofter yield

8.484

7.004

7.865 7.815 7.615 7.500

6.525 5.228

7.515

5.237 5.022 4.485

4.714

9.181 8.386 4.824 5.490 4.957

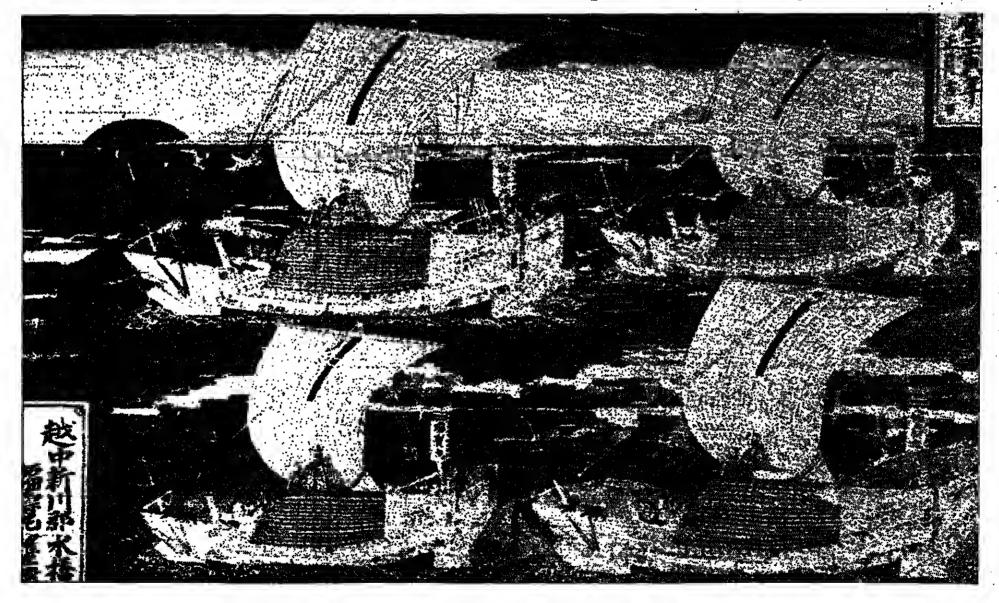
5.5

Borrowers	Amount p.	Maturity	Av. ilte years	Counce %	Price	Boak runner	Offer yield	Borrowers ECUs	Amount m.	Maturity	Av. life years	Coupon %	Price	Book runner
US DOLLARS								C. Net.des Autoroutes*	150	1999	10	84	101 %	Paribes Limited
Nippon Sheet Glass Co. • • Omron Tatelsi Elec. • • Nippon Oll and Fatse •	250 250 150	1993 1993 1993	4 4 4	4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	100 100 100	Dalwa Europe Nomura Int. Yamalchi Int. (Eur)	4.000 4.000 4.125	LIRE World Bank(b)\$ GUILDERS	200ba	1997	8	(0)	10034	Banco di Roma
Nagoya Railroad Co.♦♦ Credit Lyonnais♦ SAS♦	200 300 200	1993 1996 1999 1996	4 7 10	419 919 819 92 819 72	100 101 <sup>1</sup> 2 101 <sup>3</sup> 4	Yamaichi int. (Eur) Credit Lyonnais Morgan Stanley Int.	4.125 8.705 8.854 8.606	Nat. Investeringsbank	150	1996	7	738	102	CSFB-Nederland
IFC Sanwa Australia Sumitomo Corp. Pacific Metals Neste Oy MAP Investment MAP Investment	200 50 1.5bn 120 250 306	1996 1993 1983 1999 1999	7 4 10 10	5974419109	16114 10178 160 100 101.45 100.05	CSFB Sanwa Int. Daiwa Europe Yamaichi Int. (Eur) Nomura Int. Nomura Int.	9.496 4.000 4.125 9.024	Belgelectric Fin.(s)*** Milsaubishi Bik Eux (s)*** Cerinvest NV*** Pargees Bank Corp.(t) YEN	600 600 300 3bn	1995 1992 1992 1994	8 3 5	0 8 8 7 <sup>1</sup> 2	1005 101 101 100	C.d'Epargne d.l'Etat Bil C.d'Epargne d.l'Etat Bil,
Den Danske Bank Cotlateralised Bond() Crediop(k) Eksportfinans(I) New Zealand(n)	200 210 100 50 50	1990 2000 1990 1990 2000	1 9½ 1 1 1	9 20bp 9 15 8 <sup>1</sup> 2	101 100 101 100 99.798	New Japan Secs. Morgan Stanley Int. Bankers Trust Int. Bankers Trust Int. Morgan Stanley	7.921 7.921 15.000 9.530	Postipankid(f) World Bank(g) City of Copenhagen(h) Maruboni America(f) Okobank(m)	4bn 65bn 7bn 10bn Sbn	1993 1999 1996 1993 1994	4 10 7 4 5	7 53 (h) 8 (m)	1015 1012 100.10 1015 1015	Fuji Int. Nikko Secs. LTCB Int. Bankers Trust Int. Mitsui Fin.Trust Int.
AUSTRALIAN DOLLARS State Bank of Victoria Ford Credit Australia D-MARKS	50 50	1994 1994	5 5	16 <sup>1</sup> 2 153	102 101 78	Hambros Bank Deutsche Bik Cap.Mikts	14.905 15.188	New Zealand Chrysler Fin, Corp. State Bk Sth Australia Credito Italiano(o)	20bn 10bn 10bn 5bn	1994 1992 1992 1992	5 3 2 <sup>1</sup> 2 3	(m) 54 5 <sup>1</sup> 2 5 <sup>1</sup> 2 5 <sup>1</sup> 4 10 9	101 101.30 104 <sup>5</sup> 1 101 <sup>3</sup> 8	Nomura Secs. Nippon Credit Int. Nomura Int. Sumitomo Fin. Int.
Bulgarian For Trade Bk Eurofima(e)† LVB Baden-Wuertlambergt EIB(r)‡ SWISS FRANCS	200 300 300 150	1996 1999 1999 2006	7 10 10 10.2	8 <sup>1</sup> 2 -18 (q) -150p	100 100.45 100.10 100	Bayerische Vereinsbk Morgan Stanley Trinkaus & Burkhardt Salomon Brothers	8.600 	Mitsubishi Corp.Fin. Westnac Banking(f) CCF(f) State Bank of Victoria BNP(p) Jets 5 Ltd.	10bn 30n 50n 10bn 10bn 14bn	1991 1990 1991 1991 1992 1993	2 1 24 34 34	54 10 9 53 6 5,45	101 100 <sup>3</sup> 4 101 <sup>1</sup> 8 101 <sup>1</sup> 8 101 <sup>3</sup> 8 101 <sup>5</sup> 8	Nikko Secs.(Europe) Nikko Secs.(Europe) Nikko Secs.(Europe) Dalwa Europe Dalwa Europe Miksubishi Fin. Int.
Nippon L'ht Metal(c)++\$\$ Wakita & Co.++\$\$ Shimano Inclustriai++\$ Kasumi Co.++\$\$ FRENCH FRANCS	200 30 150 120	1993 1994 1994 1994	-	Zevo 15 (2) 23 23	100 100 100 100	Credit Suisee Swiss Volksbank Bge Paribas(Suisse) Handelsbank NatWest	1.625 * 2.375	AUSTRIAN SCHILLINGS Austria, Rep. of(d)‡ *Not yet priced, *APrivate plac bord, b) First coupon 112/5%, the to put 3/200%, d) & over 3-mor years at 100, f) Redengtion the Coupon Indicated 3% - coupon Trademption of Hinked, n) Coupo 5/3% tirst year, years 2 and 3 at 100, f) 100p under 6-month Ubor	6bri ement. With a realter lower o to Nidost, Rene ed to Nidost at	1992/04 Iguity wernen G-month Libi mable at 3-ye ock Index, p)	3/15 is. \$Converti id or % beto ar intervala Delmyo hor	lg bio. #Rosting w Rolint(avera from 1992. Ca Id lesses. h) Fi	100 rate note. ga betwee di atter Jul loating 6 ye	GZB-Vience, Final terms. 4) Fungible w 3-toosth first and Italian b y 1992. 9) 5 under 6-mont and yearyon away rate bid and yearyon away rate bid and the backtone
Compagn/e Bancaire(a) ♦ Interfinance Cr.Nat. ♦ Olivetti Int. ♦	750 750 750	1995 1996 1907	8 7 8	914 873 9	102.05 101 <sup>1</sup> 2 101 <sup>3</sup> 8	Credit Lyonnais CCF Credit Lyonnais	8.672 8.581 8.764	Coupon indicated 3% - coupon i Redemption oil-linked, inj Coupo 5.3% first year, years 2 and 3 cal 100. If 15bp under 6-month Libor 1) At redemption one bond will b	and Federaphic customed by form , Call after 10 y refreshed by	n property in months, then puin to yield ( years at 100. / y one ordinal	Japanese to Japanese to 13%, p} Red Amount redu ry share of J	order c-mone angelerin prime amption linke cos by 5% all Pergene Hold	to JGB ful to JGB ful or 1 your, a ng, Note: 1	120p, n) Launched an US 120p, n) Launched an US 150ros, c) 6-month Lloor Ref. 8) Launched in two tranche (fields any calculated on All

Having a long-established, influential presence with a spirit of challenge and innovation

1.007 0.75

0.50 0.25



The Kitamae-bune, "Northbound Ships", played a key role in the commerce of the provinces bordening the Sea of Japan from the 17th century until early-modern times. These bustling vessels brought prosperity to the ports of the Hokuriku area. Shipowners in the cities of Hokuriku often became commercial powers. It was these men who were the pioneers of modern Japan's industry and banks in this area.

Today, our bank keeps alive this spint of challenge and innovation, as manifested by the broad scope of our banking activities.

# THE HOKURIKU BANK, LTD.

Head Office: 2-26, Tsutsumicho-dori 1-chome, Toyama, Japan Phone (0764) 23-7111 Foreign Department: 2-10, Nihonbashi Muromachi 3-chome, Chuo-ku, Tokyo, Japan Phone (03) 241-7771 Telex 23604, 28660, 28649, Swift RIKBJPJT New York Branch: Phone 212-524-9771 Telex RCA233763, WUI661390 London Representative Office: Phone 01-628-7699 Telex 894095 Hong Kong Branch: Phone 5-8101911 Telex 65910 RIKBK HX Hokuriku Finance (H.K.) Limited: Phone 5-8101911 Telex 81770

## INTERNATIONAL CAPITAL MARKETS

## **UK GILTS US MONEY AND CREDIT** Fundamentals belie market concern Optimists undeterred by dollar fall

LOOKING AT the performance of the glit-edged market from the viewpoint of nne of the worst weeks for Government economic policy in recent times, it is difficult to escape the conclusion that the market is decidedly less worried than it has been led to believe by its

· . .

-

Чт. на 19

. . .

1997

. .

commentators. In spite of the hype surrounding Prof Alan Walters City lunches (does he like his fillet medium rare or well done?) there were signs that the value of the pound was beginning to stabilise last week. Operators in sterling markets, from the very short to very long, began to move from a bear position to a more neu-tral one. This may be a consoli-dation before another assault on sterling, but then again it may not

Glancing at the yield curve (right) it is hard to see what all last week's fuss was abont: prices for longer-dated gilts actually rose on the week while shorts took the strain of more immediate concerns. The talk of the split between Mr Lawson, the Chancellor, and Mrs Thatcher was insufficient in itself to override a fairly anbstantial shift ont of US Treasury bonds into the long end of the gilt market on Thursday. It was also insufficient to deter reasonably solid support at the short end.

Near current levels the pound seems well supported by three factors: real short term interest rates in the UK are very high relative to the US,

CE. 74, 93.

**UK gilts yields** Restated at par (%) 12.0

. 11.0 Jun 9, 1999 10.0 30 Jun 16,1989 9.0 10 years 20 0 30 Sec co: Wathurg Secultier

Japan and West Germany; there appears to have been a significant change at the West German Bundesbank in respect of the US dollar and a rise in German interest rates may be deferred until late in the sum-

mer, hence preserving European interest rate differentials for the time being; and the pound is downright cheap on nominal or real interest rate grounds The longer the authorities can hold the line on 14 per cent interest rates the less becomes

the need for the market to conpearance of the Thatcher/Law-son exchange-rata policy rift template higher rates. But if the fundamentals tilt the market may well have done a lot better than it did. in sterling's favour this does not mean that sterling cannot faiter again; the fundamentals

The indicators released were have, after all, heen in the neutral to positive for the market. Producer prices, average earnings, unit labour costs and retail prices all came in at or better than market expectapound's favour for some time. Analysis does not take account of any further disruptions from Westminster, which has done

tions, giving encouragement to the view that the level from which inflationary pressures will rise later in the year may be lower than first thought.

An erratic monthly rise in retail sales did not convince many that the slowdown in consumer demand is abating. But the quicker pace of retail sales might be reflected tomorrow in an up-tick in the annual rate of growth of M0, when fig-ures for May show its annual rate growing above 6 per cent. That, however, ought to be seen against what is happening

to the broad measures of con-

clays Bank pointed out over the weekend, the growth of consumer credit has clearly passed its peak; mortgage advances are slowing signifi-cantly and credit card lending

analysts at Chase have an alternative doomsday scenario Their manipulation of the Treasury model indicates that 18 per cent base rates will be needed if the Government is to reach 5 per cent inflation by 1992. That is by no means a consensus view, but it presents a particularly bearish analysis of the economy based on its reading of the labour market and the Government's acquies cence to a near 8 par cent devaluation since the begin-

SHRUGGING off last Thursday's rout of the dollar and bonds as a one-day wonder, all but the rarest contrarian believes there is still strength, perhaps even further gains, in the two markets.

They argue that the fundamentals behind the dollar's rapid ascent since early May remain intact and will continue to support the bond market. Yields have clearly fallen below levels justified by nearterm economic conditions but, they argue. slower growth and

less inflation are coming. The scenario starts to lose believers when it strays into estions of growth and inflation. Economic data indicate that neither is abating substantially. A vocal minority of analysts

say that the Federal Reserve's recent easing of monetary policy will prime a rebonnd in economic activity and prices later in the year. But even they concede that bonds will hold up fairly well as long as they remain in the thrall of the dollar and the dollar continues to hold its ground. So what went wrong on

So what went wrong on Thursday? It was a "classic day of market panic," Griggs & Santow, money market ana-lysts, said. "It was not inter-

US MONEY MARKET RATES (%)

Lasz Friday

9.19 8.40 8.39 9.30 9.20 9.00

Lasz Fri,

1051 1081 1061

15/6/89

147.43

147.27 149.44 150.61 141.37 150.37 150.37

5.19

l week

9.13 8.46 9.10 9.25 8.95

Closester on vik

냢

5.29

-

vention or news that pushed the dollar down but rather an overwhelmingly one-sided market that had to return to some form of equilibrium."

People rushed for the exits. heading not for some other currency but to the bank with their profits from the dollar'a rise of 13 per cent against the yen and 8 per ceot against the D-Mark since May 10.

The trading day started on a high note outside the US with the dollar hitting peaks unseen for several years of Y151.85 and DM2.0475. But early during the New York morning news of a further small drop in the US trade deficit was accompanied by warnings from Mr Robert Mosbacher, US Commerce Sec-retary, that the strong dollar could hinder further improvement

Dollar bolders took the excuse to sell to lock in some profits. The trouble was too many people had the same idea and the dollar tumbled. Seeing the currency tester, ceotral banks gave it a mighty poke, stepping up intervention as rumours abounded.

4 wis

9.63 8.63 8.85 9.55 9.45 9.33

Yield

8.37 8.36 8.30

PERFORMANCE INDEX

Last

148.14

148.27 150.06 151.11 141.87 150.50 155.26

5.06

Two in particular frightened the market - the Bank of Japan was ready to spend \$1hn a day to drive down the dollar

12-month 12-month High Low

6.48 6.48 6.77 6.65 6.65

4 wit, 349

8.72 8.73 8.70

26 wils ago

148.40

149.75 149.98 150.92 141.39 147.41 150.49

4.78

9.89 9.34 9.59 10.12 9.81 9.82

1 wieł 290

815 816 814

12 with

147.75

148.03 149.56 150.63 141.59 148.29 153.53

4.92

Source: Nomura Research Institute

and Japanese authorities had told their big financial institutions to pull back on their pur-chases of dollar-denominated securities.

On one hand private-sector Japanese institutions bought about \$20bn of US fixed-income securities during April and May, compared with a moothly average of \$7.1bn last year. On the other, central banks are unloading such instruments to

raise dollars for intervention. The Federal Reserve has sold oo hehalf of other ceotral banks about \$5.5bn of securities in the past four weeks. Mr Philip Braverman, chief ecooomist of Irving Securities, esti-mated it was selling \$1bn a day last Thursdsy and Friday

alone Buckling under snch pres-sures the dollar fell Y6, or some 3.7 per cent, and hy more than five pfennigs. Yet it came back to fight another day on Friday, holding up much better against intervention until slip-

ping slightly late in the New York day. Commentators were quick to rush to its aid. S.G. Warburg'a New York economists said over the weekend: "The fundamental trend in the dollar is up although profit-taking and con-certed intervention is, for now, nolding the currency down."

Having ridden the rising dollar for more than a month. bonds were inevitably dragged down hy its subsequent fall. The yield of the Treasury henchmark long bond, for example, edged down from 8.14 per cent a week ago on Friday to just above 8 per cent last Thuraday. The correction pushed it up to 8.30 per cent by the end of Friday. Smith Barney, Harris Upham

said that investors' genuine shift in interest into US securities since early May meant many of them "may view the bond market correction as a longer-term huying opportunity in anticipation of cootinued sluggish economic activity

and declining inflation." Sncb sustained interest would greatly suit corporate treasurers. In the week up to last Thursday they had issued \$3.5hm of new US corporate bonds. Wednesday alone saw \$1bn, the biggest daily dose in almost two years. Some rare 40-year non-calla-

ble bonds from Hydro Quebec were eagerly snapped up by investors. Other companies had been too slow off the mark

and would welcome another shot at cheaper money.

Will they get their chance? The hond market may co-operate, especially since it contin-ues to pay scant attention to economic news, keeping its focus fixed instead on the dol-

23

The news was oot altogether positive last week. Although the latest moothly figures for some measures such as external trade were acceptable, previous months were revised up in a oumber of cases. In addition the consumer price index rose 0.6 per cent in May, a frac-

tioo more than expected. Only a couple of weeks ago many forecasters were saying gross national product was growing at an annual rate of just over 2 per ceot in the sec-ond quarter and the GNP price deflator was less than 5 per cent. Now they are saying the rates are oearer 3 per cent and more than 5 per cent respectively.

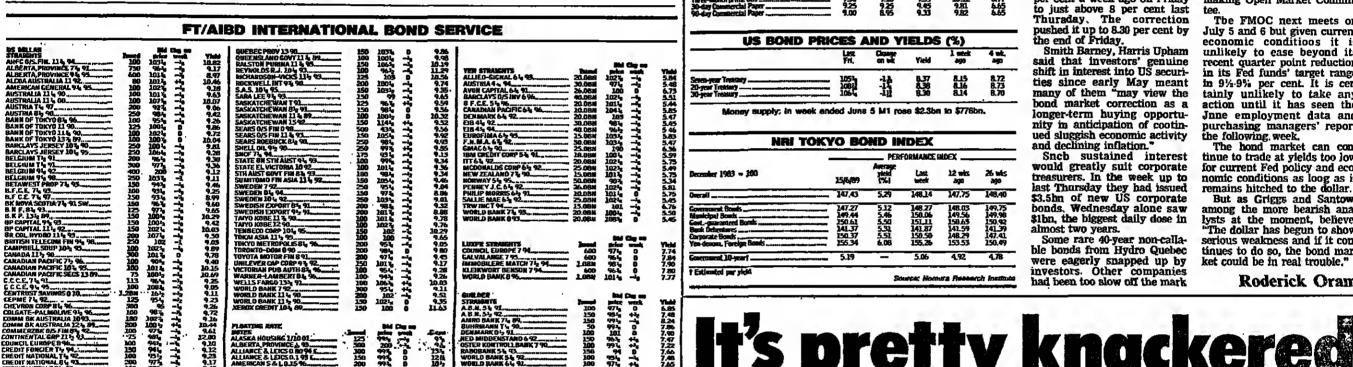
Griggs and Santow observed: "This is hardly the material recessions and little inflationary pressure are made of. One might wonder whether the Fed sees the economy and inflatioo in a somewhat strooger light than it did two weeks ago, when it eased policy by the marginal amount."

The oext glimpse of the economic view from within the Fed comes on Wednesday with the publicatioo of the Tan Book, the briefing prepared by reserve hanks around the country for the Fed's policy making Open Market Commit-

tee. The FMOC next meets on July 5 and 6 but given current economic conditioos it is unlikely to ease beyond its recent quarter point reduction in its Fed funds' target range in 9%-9% per cent. It is cer-tainly unlikely to take any action until it has seen the Jnne employment data and purchasing managers' report the following, week.

The hond market can continue to trade at yields too low for current Fed policy and economic conditions as loog as it remains hitched to the dollar. But as Griggs and Santow, among the more bearish ana-lysts at the moment, believe: The dollar has begun to show serious weakness and if it continues to do so, the bond market could be in real trouble."

**Roderick** Oram



much to undermine confidence

in stering over the past fort-

night, or a severe market reac-

tion to last week's European Parliament elections.

a generalised disaffection with Mrs Thatcher's attitude both to Europe in general and specific

domestic policies, such as

water privatisation, in particu-lar, and a Gorbachev-inspired

move towards the left in Euro-

pean public opinion - could send the pound lower.

26 and 27 will consider the

Had it not been for the reap-

The Madrid Summit on June

The Tories failure in Europe

difficult to disentangle from

Delors report on economic and monetary union, among other things. Mrs Thatcher is rarely in the giving vein on matters European and even less so ou exchange rate management, as Mr Lawson found out to his cost last week. What she has to say about the European Moneis growing quite slowly. If that represents the benign outlook for the market then tary System, especially in the wake of Spain's decision to taka the peseta into the exchange rate mechanism today, will have more import than usual. In any event, DM3.04 and DM3 are seen as strong support levels for the

ning of the year.

Simon Holberton

nmer credit. As Prof Alan Budd of Bar-

	CEUT INVALIC: 109 VL. ASSW           DEMAARK 19, 22           DEMAARK 11, 32, 92           DEMAARK 11, 93, 92           DETSCHE BK FIN 135, 93           DETSCHE BK FIN 135, 93           E.C.S. C. 78, 95           DE 10, 94           DE 11, 91           EKSPORTFINANCS 10, 95           ELE DE FRANCE 10, 94           ELE DE FRANCE 10, 95           EUROFINA 125, 95           EUROFINA 125, 95           EUROFINA 125, 95           EUROFINA 125, 94           FINIKISA ELPORT 124	absissessessessessessessessessessessessess	$r_{c}$ , $r$	ALESTRALIA VEL REL C. 1980; REL C. 1980;	Bud batte at severe sevents and the sevents and sevents and the sevents and	29999999999999999999999999999999999999	Consister DBLLAB         Image	The fide in the root good Eurobond Not see, besides providing printed and The see delay use the root book. The see delay use the root book.
•	ONTABLE WORKDOLD 15, 98	1710 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -	10.14 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	FASTMAN KULMA DA ML.	<b>ૻ૽ૡ૾ૺ૱૾ૺૡ૾ૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡૡ</b>	1995 1997 1997 1997 1997 1997 1997 1997	BODD WARDAUTTS         East Total 24(TPP)         The Coll of Total 24(TPP)         Total 24(TPP)         Total 24(TPP) <thtotal 24(TPP)         <thtotal 24(TPP)</thtotal </thtotal 	interveenry Europortal Control.         interveenry Europortal Control.         interveenry Europortal Control.         interveenry Europortal Control.         information on yields, amounts autstanding, ratings, who trades the issue, as well as coupons, maturity dates, lead managers         So, by the weekend, it's been heavily thumbed by all the better bond dealers. No wonder it looks a little ragged round

fa.

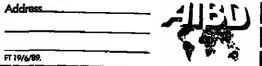
**HIT BOHBS**: Yield to re STRACENT DONES Vield to redemption of the mid-price. Armount cance is expressed in min PLOATING RATE MOTES US dollars valess indicated. Margin above six-month offered rate CONVERTALE RONDS: US Dollars valess indicated. Prem - percentage premium of the cur WAREAUTS: Equity warrant prem > exercise premiorn over current share price. Bond warra nth offered rate for US dollars. C.con-o mium of the current effective price of buy ust ex yid = exercise yield at current war

A

• The Floancial Times tos, 1969. Reproduction in whole or to part to any form not perinitied without written consent. Data supplied by A

## It takes a lot of beating.





 $\mathcal{A}_{\mathcal{C}}$ 

## INTERNATIONAL CAPITAL MARKETS AND COMPANIES

## German futures plan clears new hurdle

By Heig Simonian in Frankfurt

THE Deutsche Terminbörse (DTB), West Germany's oew finaocial futures and optioos exchange, is set to start trading on January 26 next year following the successful third reading of a hill amending the country's stock exchange law. The legislation changes the status of futures contracts with private investors to make them legally binding, provided inves-tors are adequately informed of risks involved in futures and options trading.

Under existing rules futures contracts are regsrded as gambling debts, which are not legally enforceable. The bill's successful passage, which still bas to be approved by the Bundesrat, the upper bouse of the German parliament, marks a big step forward for the DTB.

The exchange, due to open hosiness with equity options on 14 German blue chip shares followed hy an equity index futures cootract and a governmeot bood future, will fill an important gap in German financial market services.

In the same sitting, the Bundestag gave the green light to the partial privatisation from October of Deutsche Siedlungs-und Landesrentenbank (DSL). This will begin with the transfer of 48 per ceut of the sbares in DSL to a new holding company, which will then be floated by a consortium to be led by Dresdner Bank. DSL, which used to concen-

trate solely on agricultural lending and restructuring finance, has become a univer-sal bank in all but name, with assets of DM44.6bn (\$22bn).

#### **Baltica** pre-tax falls

BALTICA HOLDING, the Danish insurance and finance group, reported a fall in first-quarter pre-tax profits to DKr153m (\$19.7m) from DKr378m because of a swing in control galaxy for a swing in capital gains to a negative DKr27m from a positive DKr26m, Our Financial Staff writes.

But operating profit rose from DKr118m to DKr180m, and for 1989 is expected to exceed last year's DKr559m.

ing failure of the merger pro-BANCO CENTRAL and Banco

By Tom Burns in Madrid

By Karen Zagor in New York

EASTERN Air Lines, the

bankrupt US carrier, is to sell its Philadelphia hub and 16 air-

craft for \$206.5m to Midway

The deal includes the sale of

16 DC 9-30 aircraft, Eastern's passenger terminal and cargo leaseboid rights at Philadel-

phia International Airport, a pair of slots at Washington

National Airport and another

pair of slots at New York's La

Food unit slows

John Labatt

Guardia Airport.

Airlines.

Espanol de Credito (Banesto), the second and third-ranked CE Banco Central reported a Pta31.6bn (\$246m) after-tax profit and split the sum Spanish banks which called off their proposed merger earlier this year, succeeded in ridding equally between reserves and a dividend payout of Pta175 per themselves of dissident board share. Banesto put Ptal3.6bn of its Pta28.2bn after-tax profits memhers over the weekend and had their 1988 results approved at their respective aside for reserves and also paid annual shareholder meetings. Bitter power struggles had Pta175 a share. Mr Escamez told sharehold-

marked the run-up to the meet-ings and both Mr Alfonso Escaers he had accepted the resignation of the five members on the bank's board representing mez, Central's veteran chairman, and the youthful Mr Mario Conde, who has been running Banesto since Decem-Cartera Central, an investment company thet is the bank's largest single shareholder. He offered to help Cartera Central place on the market its 12.5 per ber 1987, had been openly crit-icised for their management cent stake in the bank The five, who include the "Albertos" - real estate tycoons Mr Alberto Alcover In the event the two cheirman reasserted control over their respective banks and

emerged relatively unscathed from the costly and embarrassand Mr Alberto Cortina who founded Cartera Central - had

Eastern to sell hub and aircraft

Midway will also acquire the

announced their resignation at the end of last week on the grounds that Mr Escamez was

Spanish banks shake off dissidents

withholding information from them. Mr Escamez said the real reason for their departure was his refusal to increase the number of Cartera Central nominees on the bank's board. However Cartera Central said it did not intend to sell its stock in the bank and that it had delivered a report to the Bank of Spain detailing the

company's objections to Mr company's objections to Mr Escamez's chairmanship. At Banesto, shareholders approved the resignation of Mr Jacobo Arguelles, one of the last remaining members of the so-called "Banesto families," the tightly-knit group of ahare-holders who had controlled the destiny of the bank for genera-Like Cartera Central, Mr

Arguelles said he had lodged a detailed and critical report on Banesto with the Bank of Mr Cande, for good measure, obtained the green light for the creation of an industrial hold-

ing company which will bring together the tentacled spread of the bank's investments. The bank has a controlling interest in about 700 Spanish compa-nies and the net worth of such a holding would be in the region of Pis400ba.

The industrial holding has been a cherished dream of Mr Conde, whose background is in business and not banking, since he took over the Banesto reins. Mr Conde told the meet-ing that Banesto would initially hold as much as 75 per cent of the equity in such a holding and that he would seek to reduce this to 50 per cent.

Fears grow

## Japanese components group links with Valeo

#### By Paul Betts in Paris

VALEO, the French car components group under the management control of Mr management control of Mr Carlo De Benedetti, has teamed up with Nippondenso, the largest Japanese car com-ponents company, in a joint venture in Spain to produce components for electronic igni-

tion systems. The link with Nippon The link with Nippondenso is the latest in a series of international joint ventures and acquisitions undertaken by Mr Noel Goutard, Valeo's chairman, to boost the French group's international competi-tiveness.

The latest deal will involve The latest deal will involve the setting up of a new cons-pany called VND, equally held by the French and Japanese groups and with a capital of Ptal.57bm (\$12.2m). VND will build a plant at Bages, north-west of Barcelona, to produce, from 1991, compo-nents for electronic ignition systems. The plant will ini-tially employ about 129 peo-

ple. The ignition components will be supplied to car mann-facturers in Europe, particu-larly to Ford and the Peugeot-Citrõen group but eventually to other European-based car producers.

**Robins reshape** By Roderick Oram

A FEDERAL bankruptcy court has approved the reorganisa-tion of A.H. Robins, including the creation of a \$2.5bn fund to compensate women injured by its Dalkon shield birth con-

seek bankruptcy court protec-tion nearly four years ago because of claims from shield users and its creditors.

users and its creditors. Robins, which is managing to pay its creditors in full, lost its independence during the court fights. The pharmaceuti-cals group will become a sub-sidiary of American Home Products through a \$700m stock swap.

Scaniadam suspends creditors' payments

## By Hilary Barnes in Copenhagen

Scaniadam is a privately-owned family business. In 1958 it ran up a loss of DEr4.6m (\$594,000) on turnover of SCANIADAM, Denmark's biggest Ford car dealer, has suspended payments to credi-tors while attempts to arrange DKr225m a financial reconstruction of

The Ford dealers operate The Ford heaters operate independently of the importer, Ford Motor, which says it is not prepared to offer financial assistance to Scaniadam or other Ford dealers that get into financial difficulties.

The decline in car sales is mostly the result of the very tight credit restrictions intro-duced in Denmark in late 1966.

3

2

## Strength of dollar helps Ahold advance to Fl 47m

AHOLD, the Dutch retail foods AHOLD, the Dutch retail foods group, has reported a 23.7 per cent jump in net profit for the first 16 weeks of 1989 to Fl 47.4m (\$21.2m) from Fl 38.3m a year earlier. Earn-ings per share advanced to Fl 2.29 from Fl 1.85, AP-DJ Ahold said its overall sales

and carnings were buoyed by currency translation gains resulting from the sharp appre-ciation of the dollar against the guilder. over the past 12

outlays cent from a year earlier to Fl 2.69bn. The acquisition of

months of the year on the strength of retailing business in the Netherlands.

## Honeywell to axe staff

HONEYWELL, the US electronics group, is to elimi-nate about 300 corporate staff positions at its Minneapolis headquarters as part of ongoneanquarters as part of ongo-ing efforts to cut cosis and to focus on its core businesses, Reuter reports, Honeywell said most of the staff reductions would be lay-offs, although some positions

two big liquor store chains was a contributing factor.

would be eliminated through early retirements and a hiring freeze, Supervisers would notify employees to be affected on June 26, and any layoffs would take place after August

The company said the move was motivated by its commit-ment to improve financial performance.

Last year L-Tec had sales of SKr1.2bn (\$180m). This com-pares with Esab's turnover of SKr4.7hn, three quarters of which derives from its sales in western Europe.

The purchase strengthens Esab in the US, making it among the biggest companies in the welding sector there. The Gothenburg-based com-pany will also reinforce its position in western Europe, where L-Tec is well estab-lished.

Mr Bengt Eskilson, Esab's chief executive, would not dis-close the price of the purchase but said it would have no effect on the group's profitability this

year. The deal is conditional on acceptance by the authorities in the US.

Esab boosts US profile with purchase of L-Tec

# THE FOOD products subsidiary continued to drag profits lower at John Labatt, one of Canada's two largest brewers, both in the fourth quarter ended April 30 and the full year. Robert Gibbens writes from Montreal. However, both hrewing and communications did much bet-ter in the final quarter, Overall By Robert Taylor in Stockholm

ESAB, the world's leading ESAB, the world's leading welding equipment manufac-turer, has acquired L-Tec of the US in a deal that will increase the Swedish group's annual sales by as much as 25 per cent. The US concern, with its head office in Florence, South

ter in the final quarter, Ovarall net earnings were C\$37.5m (U\$\$31.5m) or 42 cents a share Carolina, manufactures and sells a wide range of welding and cutting equipment on the North American market. against C\$35.4m or 42 cents on against C\$35.4m or 42 cents on fewer shares outstanding a year earlier. Sales were C\$1.3bn against C\$1.24bn. For the full year earnings were C\$135.1m or C\$1.60 a share against C\$140.6m or C\$1.68 a year earlier. Sales were C\$5.4bn against C\$5.1bn.

Midway, a small Chicago-based airline which has grown rapidly since 1987, will sublet the Philadelphia facilities to tern until alternatives are found.

A previous agreement to sell eight of the 10 Philadelphia gates and the two Canadian routes to USAir for \$85m

Eastern routes linking Phila-delphia with Toronto and Monairport

atriine

foundered after the US Justice Department and it would block the sale on the grounds that it would give USAir a virtual monopoly at the Fhiladelphia in Ankara Eastern, which was the sev-enth largest US airline before a

# strike last year led to bank-ruptcy, has been steadily sell-ing off assets. It aims to rebuild itself from next month as a smaller, viable

## over Ercan bankruptcy By Jim Bodgener CONCERN is growing among Turkish bankers and business-men over the fall-out from the

men over the fallout from the bankruptcy announced on Wednesday by Ercan Holding, parent of one of the country's leading industrial conglomer-ates. Of particular concern is the exposure of its joint ven-ture, MAN Bus and Truck Ercan collapsed under the weight of end-1988 debts total-ling TL122bn (abont \$61m) owed to more than 20 local banks. High interest rates in an Inflationary environment an inflationary environment have been hlamed for the demise by some commentators. However, banking sources say a prime source of Ercan's difficulties was an investment

in a heavy-engine facility out-side Ankara in the eventually mistaken anticipation of receiving a large share of a \$1bn armoured combat vehicle project. The contract eventu-

not thought to be at risk. How ever, the joint venture itself may be vulnerable because of counter-guarantees given to Turkish banks in the past for Ercan's borrowing needs.

in New York The company, based in Rich-mond, Virginia, was forced to

MAN, the West German part-ner in MAN Bus and Truck, is

**Court** approves

months.



the company is made. Scaniadam is one of many victims of the steep decline in car sales in Denmark over the past couple of years. Since 1986 new car registrations have almost halved, from 169,500 to 88,800 last year. This year has seen the down-

This year has seen the down turn steepen with new registra-tions for the first five months running at just 38,420, com-pared with 44,000 in the same period last year and 86,300 for the opening five months of

No recovery is in sight. Dealers say they will be sur-prised if total new car sales this year exceed 80,000.

In the US, where the company operates food store groups such as Giant Foods and Bl-Lo, Ahold saw sales in

and Ni-LO, Anom saw sures in local currency terms rise 24.6 per cent to \$1.2bn from \$559a. The company attributed much of the increase to the

much of the increase to the acquisition of an 60 per cent shareholding in FNS Holding, the holding company for the Finast, Edwards and Pick-n-Pay food-store chains. Ahold noted, however, that its operating profit in the US was little changed in the first 16 weeks of this year compared with the same period of 1988 dne to unspecified write-offs, start-up costs and expansion

start-up costs and expansion

Worldwide, Ahold's pre-tax operating profit rose 31.5 per cent to F1 80m in the first four



Electricity Corporation of New Zealand Limited

## U.S.\$225,000,000

## Revolving Multi-currency Standby and Swingline Credit Facility

**CREDIT SUISSE FIRST BOSTON LIMITED** 

LP. MORGAN SECURITIES LTD.

#### Lead Managed by

Arranged by

CREDIT SUISSE **AMRO AUSTRALIA LTD** BARCLAYS BANK PLC THE DAI-ICHI KANGYO BANK LIMITED MORGAN GUARANTY TRUST COMPANY OF NEW YORK SWISS BANK CORPORATION

THE MITSUI BANK, LIMITED BANK OF TOKYO CAPITAL MARKETS GROUP COMMERZBANK (SOUTH EAST ASIA) LIMITED THE FUJI BANK LIMITED NATIONAL WESTMINSTER BANK PLC

Managed by

BANQUE NATIONALE DE PARIS THE TOKAI BANK, LIMITED WESTDEUTSCHE LANDESBANK GIROZENTRALE

#### Funds provided by

CREDIT SUISSE SINCAPORE AMRO AUSTRALIA LTD OBU BARCLAYS BANK PLC THE DAI-ICHI KANGYO BANK LIMITED MORGAN CUARANTY TRUST COMPANY OF NEW YORK SWISS BANK CORPORATION BANQUE NATIONAL DE PARIS THE TOKAL BANK, LIMITED

THE MITSUI TRUST AND BANKING CO., LTD.

THE MITSUI BANK, LIMITED, THE BANK OF TOKYO, LTD COMMERZBANK (SOUTH EAST ASIA) LIMITED THE FUJI BANK LIMITED NATIONAL WESTMINSTER BANK PLC BANK OF NEW ZEALAND THE MITSUI TRUST AND BANKING CO., LTD. WESTDEUTSCHE LANDESBANK GIROZENTRALE

#### Facility Agent and Swingline Agent MORGAN GUARANTY TRUST COMPANY OF NEW YORK

December, 1988

BANK OF NEW ZEALAND

This announcement appears as a matter of record only.



Electricity Corporation of New Zealand Limited

## U.S.\$300,000,000

## Euro-Commercial Paper Programme

## Dealers

CREDIT SUISSE FIRST BOSTON LIMITED

J.P. MORGAN SECURITIES LTD.

NATWEST CAPITAL MARKETS LIMITED

SHEARSON LEHMAN HUTTON INTERNATIONAL, INC.

Issuing and Paying Agent

MORGAN GUARANTY TRUST COMPANY OF NEW YORK

January, 1989

This announcement appears as a matter of record only.

34 c

## **UK COMPANY NEWS**

Trimoco

buys stake

chase was an investment.

# **BICC** sells bulk of BRIntec connectors side for \$62.5m

#### **By David Watter**

15 :35

JQ

Its

 $L_{1,1}$ 

ن بن به در

DS

17m

1.5 -

. سمار ا

1.2

ff

.

0.75

- A 112

12.5

- -

201

BICC, the cables and construction group, has sold off the bulk of the connectors sses it acquired as part said. of its recently announced \$177m purchase of BRIntec Corporation, a US cable com-

BICC has sold these businesses to LPL Investment, the parent company of the Amphenol connectors com-pany, for \$62.5m (\$40.5m) against a book value of \$47.5m.

offer, and thus declared it unconditional. The businesses had turnover of some \$100m last year but made little profit, BICC

The strategy now is rational-ise and develop BRInter's core cable businesses which trade under the Brand-Rex name in The disposal - flagged when BICC launched its tender offer for BRIntec a month ago the UK and the US. brings the purchase price down to \$114.5m. Pre-tax profits for

There are still some connec-tor businesses left in BRIntec, with turnover of some \$20m. These have yet to be sold and, according to BICC, should bring in "some millions". BRIntec as a whole were \$9.2m last year. BICC also announced on Friday that it had received 91 per cent acceptances for its tender

# United Guarantee £3m in red

#### By Clay Harris

in Cowie UNITED GUARANTEE, the TRIMOCO, the Luton-based motor group, has bonght a 0.96 per cent stake in T.Cowie, the vehicle distributor and

distribution, heating engineer-ing and energy group, dropped dramatically into the red last year, reporting a pre-tax loss of £3.02m against a profit of £152,000 in 1987. UG, one of the last listed Commence to report its results contract hire group. Cowie held a 9.9 per cent stake in Trimoco until Decem-ber 1988, when it sold its hold-ing to the Saudi Arabian companies to report its results for calendar 1988, gave them to the Stock Exchange shortly before 6pm on Friday, after its shares had closed %p lower at Jemeel family. Trimoco built up the stake between May 31 and June 7, buying 1.25m shares for £1.73m. Mr Duncan Naughten, Trimoco director, said the pur-

17%p. The loss included exceptional charges totalling £1.37m. This included £670,000 relating to had debts and stock provi-

managing director since April, acknowledged that the results were disappointing and told shareholders: "You should also be aware of the seriousness of the problems and that they are sions, a loss involved in the gronp's contract to supply heating to Standard Life, a £144,000 payment to terminate a US management contract and a provision of £203,000 to reflect the lack of marketabilnot as yet all solved." Howity of certain quoted invest-

ments. The trading position of the tool distribution business had not improved as forecast in September, the company said, producing a retained loss of £1.6m. Adena, a US oil and gas production group bought early last year, lost £600,000. Mr Peter Stringer, gronp £234.000.

assisted in the negotiations.

ever, signs of improvement were beginning to materialise. Turnover rose to £16.77m

and precious metals investment group, produced an extraordinary profit of

(f9.35m). A loss per share of 6.93p compared with earnings of 0.28p in 1987. Disposal of a stake in DRX, a US-based gold

earnings at 13.6p (11.4p) the interim dividend is increased to 1.2p (0.9375p). Gross rental income came to \$4.52m (£2.96m) and interest

charges jumped to £7.2m (£3m).

## Fobel incurs £0.18m loss and omits final dividend

DESPITE A confident forecast at the half year stage when pre-tax profits rose 40 per cent to 2668,002, Fobel International, distributor and manufacturer of electrical goods, suffered losses of £349,386 in the second half, leaving losses for 1988 of £181,384, against £2.67m profit

No final dividend is pro-posed, leaving the total for the year at 0.65p (1.5p). Losses per 10p share worked through at 2.5p (11.7p). There was an extending the star file previously. Mr Alan Leboff, chairman, said the problems, which were quite unconnected, would not dance unconnected, would not recur. The shortage of memory chips that affected many elec-tronics companies prevented the electronics division from fulfilling important orders. Severe price competition hit

the Canadian door associate,

## 2.5p (11.7p). There was an extraordinary credit of £135,796 (£1.56m debit). Mr Leboff said that while the first half of the current year would be affected by the after-math of 1968's problems, he expected the company to show a return to substantial profit-ability and to the dividend list for the year as a whole. for the year as a whole. **BPP** in £17m share issue BPP HOLDINGS, the financial A total of 4.49m shares will

training group, is making a £16.8m share issue which will nearly double its capital. Of this, £8.6m will be raised

via a vendor placing to make the first payment for Linguar-ama, the language school group it is buying from Summer International.

mer International. The 27.5m balance of the cash, after expenses, will be used in part to pay off £1.3m of debt owed by Linguarama to Summer. The remainder will be used to buy Markus, Ver-beek, the Dutch accountancy thor for which BPP is paying Df114.5m (£1.26m) and to finance further expansion. finance further expansion, both in continental Europe and the UK.

Craig & Rose, Edinburgh-based

395p on Thursday. Existing shareholders will be entitled to subscribe for the new shares at the same price on the basis of 21 new shares for 25 already held.

Strata Investments saw net

first announced in May. The total consideration has recently been revised upwards to a maximum of £20.05m if Linguarama's pre-tax profits exceed £2.25m in 1990; Summer has warranted that Linguarama's pre-tax profits will not be less than £1.13m in the current year. Craig & Rose Strata Investments slips to £148,000 ---net-assets rise

be issued, all of which have been conditionally placed by Kleinwort Benson Securities at 375p, against a closing price of

while in the UK one subsidiary

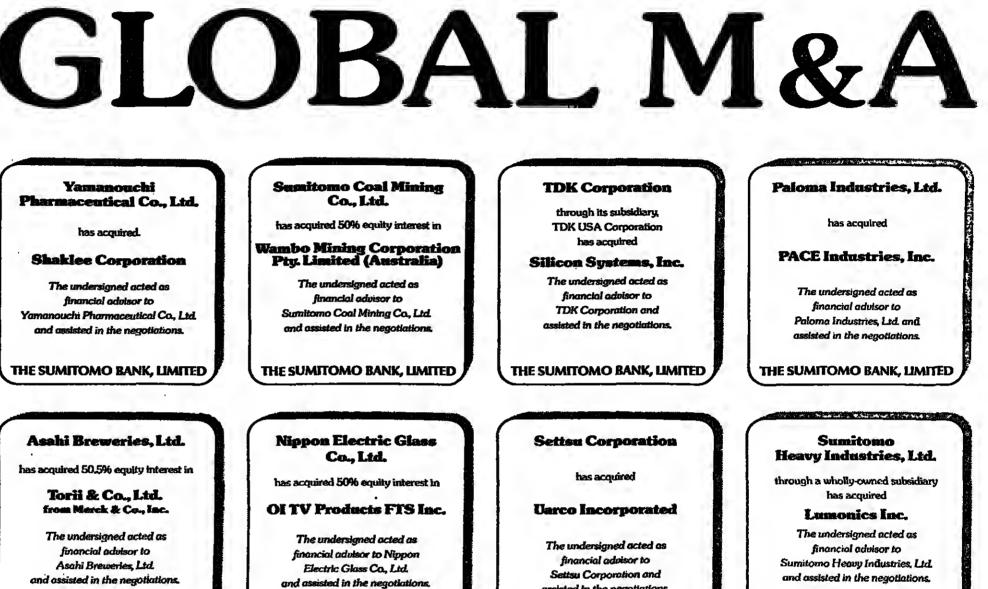
had a serious fire and another incurred a substantial loss as a

result of a change in legisla-

The Linguarama deal was

financial advisor to Asahi Brewerles, Ltd.

and assisted in the negotiations.

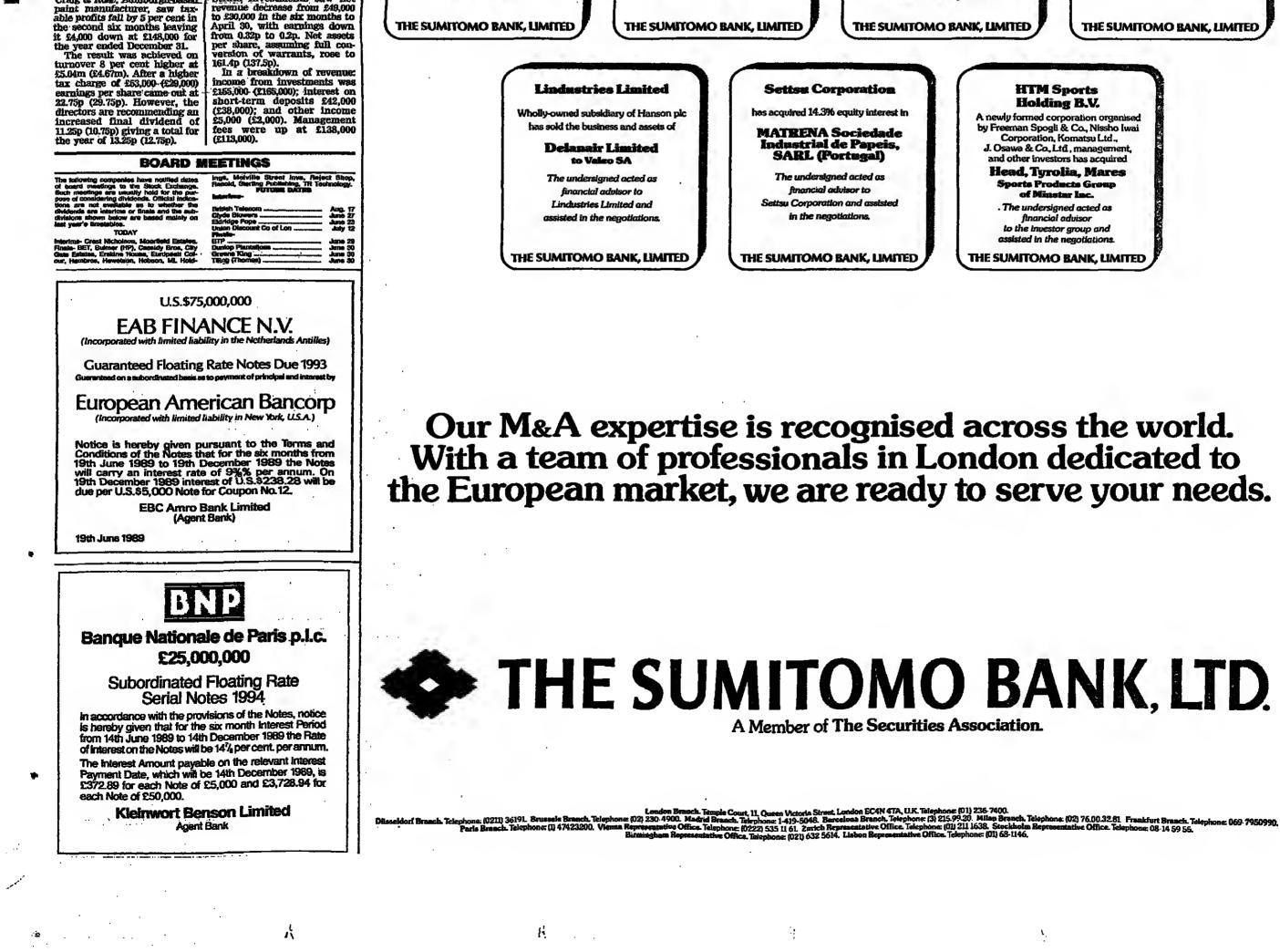


## Grainger Trust up 32% midway

25

GRAINGER TRUST, property trading and investment com-pany, lifted midway profits by 32 per cent. Difficult sales con-ditions in the south were being balanced by buoyancy in the north north. In the six months ended

March 31 1989 pre-tax profit rose to £4.16m (£3.15m). With



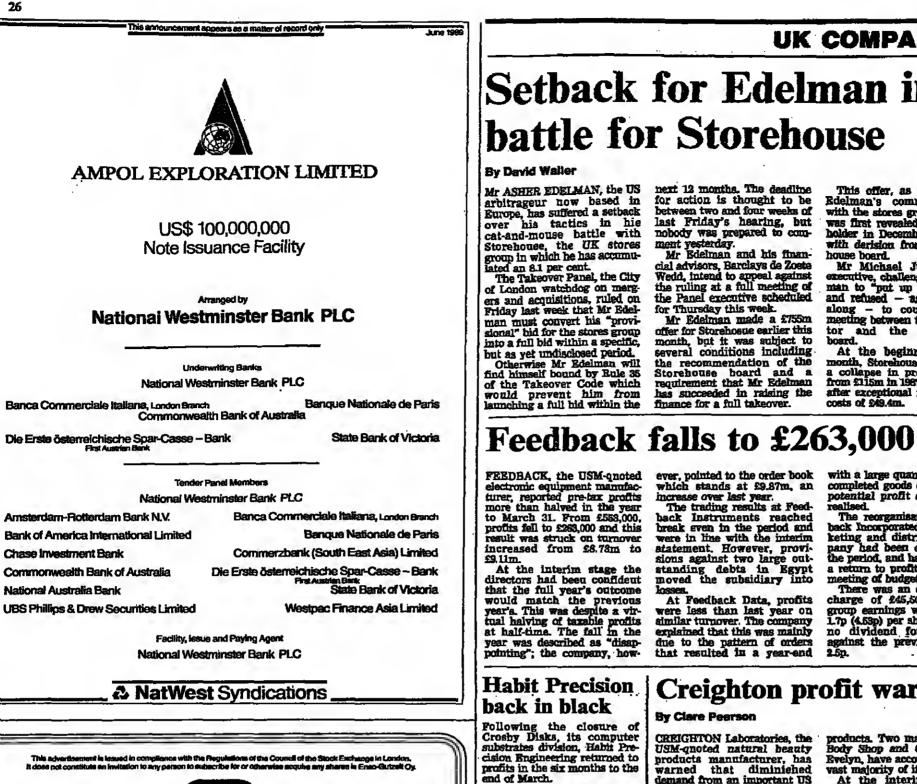
 $\mathbf{N}$ 

fl

20**1** 

. . . . .

## **UK COMPANY NEWS**



# Setback for Edelman in battle for Storehouse

#### By David Waller

Mr ASHER EDELMAN, the US arbitrageur now based in Europe, has suffered a setback over his tactics in hie

over his factics in file cat-and-mouse battle with Storehouse, the UK stores group in which he has accumu-lated an 8.1 per cent. The Takeover Panel, the City of London watchdog on merg-ers and acquisitions, ruled on Friday last week that Mr Edel-man must convert his "proviman must convert his "provi-sional" bid for the stores group into a full bid within a specific, but as yet undisclosed period. Otherwise Mr Edelman will find himself bound by Rule 35 of the Takeover Code which would prevent him from launching a full hid within the

On turnover up 38 per cent at £10.98m (£8.05m) pre-tax profits were £580,000 against losses last time of £374,000. Last year's figure included a loss of £742,000 at Crosby, which was closed in the period

Barnings per share were 2.71p (2.17p losses) but after passing the final last year Habit is not paying an interim.

under review.

next 12 months. The deadline for action is thought to be between two and four weeks of last Friday's hearing, but nobody was prepared to com-ment yesterday. Mr Edelman and his finan-

cial advisors, Barclays de Zoete Wedd, intend to appeal against the ruling at a full meeting of the Panel executive scheduled for Thursday this week. Mr Edelman made a £755m

offer for Storehosue earlier this month, but it was subject to several conditions including the recommendation of the Storehouse board and a requirement that Mr Edelman has succeeded in raising the finance for a full takeover.

ever, pointed to the order book which stands at £9.87m, an

increase over last year. The trading results at Feed-

back Instruments reached break even in the period and were in line with the interim statement. However, provi-

sions against two large out-

standing debts in Egypt moved the subsidiary into

At Feedback Data, profits were less than last year on similar turnover. The company

explained that this was mainly

## This offer, as with all Mr Edelman's communications with the stores group since he was first revealed as a shareholder in December 1968, met with derision from the Storehouse board.

Mr Michael Julien, chief enecutive, challenged Mr Edel-man to "put up or shut up" and refused — as he has all along - to countenance a meeting between the US investor and the Storehouse board

At the beginning of the month, Storehouse announced a collapse in pre-tax profits from filism in 1987-88 to fil.8m after exceptional restructuring costs of £49.4m.

with a large quantity of nearly completed goods on which the potential profit could not be

The reorganisation of Feed

The reorganisation of reed-back incorporated into a mar-keting and distribution com-pany had been completed in the period, and had resulted in a return to profitability and a meeting of budget objectives.

There was an extraordinary charge of £45,500 (nil) and

realised.

# Sherwood to unveil plans within month

#### By David Waller

Mr JAMES SHERWOOD, president and founder of Sea Containers, is planning to unveil detailed proposals on the future of the Bermuda-regshareholders could expect a shareholders could expect a cash payout from the proceeds of the sale of assets such as the company's container fleet. Mr Sherwood said that talks were well underway with istered containers and ferry group within a month, he said numerous potential buyers for parts of the business, but

declined to be more specific. In a separate development, Sea Containers has made a submission to the UK Depart-Mr Sherwood intends to organise either a capital organise atther a capital restructuring or a leveraged buyout for the group, which is facing an unwelcome \$24m (£530m) break-up bid from Tiphook, a UK container rental group, and Stena, a private Swedish ferry operator. The plane would wield a ment of Transport over the ment of transport over the suitability of Stena as a possi-ble owner of Sealink, the far-ries concern in which the Government has a "golden"

share. share. Mr Sherwood said yesterday that it had taken the bid to alert investors to the potential worth of a business such as his - and acknowledged that his own plans were prompted by the bid.

## price of \$66 in the market. If the capital restructuring were the preferred route, **Hoskins Brwv**

up sharply to £445.000

Hoskine Brewery, the Leicester-based brewing and leisure company which joined the Third Market in February, has seen its pre-tax profits soar from 175,000 to 1445,000 in the year to March 31. Turnover

year to March 31. Turnover rose from £1.49m to £1.63m. The company said that the year had been one of restruct-uring and transition. The Ardencote Hotel and Country Cinb was sold in January for £1.63m. This reduced gearing to 9 per cent. The refurbish-ment of the 11 public houses has now been completed, it added.

Distribution costs were down £20,000 at £566,000, while administration expenses rose to £253,000 (£186,000).

The tax charge was £3,000 (credit £3,000), leaving earnings up at 8.92p (1.66p) per share. There was an extraordinary debit of 223,000 (nID relating to the cost of the Third Market

ALCOUNTRY, 125 14

listing. Mr Barrie Hoar, chairman said that the company was now in a position of financial strength. It could now therefore henefit from the Monopo-lies and Mergers Commission's report on the brewing industry, he suggested.

Lower costs help Hawtin rise to £0.54m

A combination of lower distribution, administration and interest costs enabled Hawkin to lift its profits from £473,000 to £540,000 at the pre-tax level for the six months ended March 31. Turnover was marginally lower at £11.28m compared with £11.98m.

with £11.98m.

Earnings worked through at 0.57p (0.49p) after 'tax of 5188,000 (2166,000). Below the line there was an extraordi-nary credit this time of \$408,000 (nil).

The company's interests include the manufacture of knitted fabrics and neoprene products, the distribution of building products and chem-ists' sundries, marketing and design and property dealing and investment. and investment.

**FT Share Service** 

The following securities were added to the Share Information Service in Saturday's edition: Abtrast New Dawn Inv. Trust (Ord. & Warranis) (Sec-tion: Investment Trusts). Mid Kent Holdings Warranis (Industrials). Xtra-Vision (Leisure).

1. 177.



**-** . . . .

Sweakh lerry operator. The plans would yield a value of between \$70 and \$100 per chare, Mr Sherwood claimed, compared to the \$50 per share offer value and a

group earnings were down to 1.7p (4.53p) per share. There is no dividend for the year, against the previous total of 2.5p. due to the pattern of orders that resulted in a year-end **Creighton profit warning** adda

CREIGHTON Laboratories, the USM-qnoted natural heauty products manufacturer, has warned that diminished demand from an important US

The announcement was made on Friday too late to affect the shares, which closed 20 up at 430p. Mr Richard Collard, chairman, was not avail-able for comment at the com-pany's Sussex headquarters.

customer will have an adver effect on profits for the year to March 81.

Creighton's profits have grown rapidly since it joined the USM in 1936 on the back of

By Clare Peerson products. Two major retailers, Body Shop and Crabtree and Evelyn, have accounted for the

vast majority of its sales. At the interim stage, reported pre-tax profils sharply higher at £745,000, against £341,000. Last September it

raised £3.1m through a one-forfour rights issue at 350p. This followed a rapid rise in its share price during the sum-mer. In Friday's announcement, Creighton said it was confident that in view of its international reputation it would be able to capitalise on all new opportunities in the natural toiletries market.

No. of shares in issue	Claus Disamon an the huilding and stated a flat state	Goldstar Co., Ltd.
A shares of nominal value FIM 10 each	Clare Pearson on the building society's flotation	(Incorporates at the resputite of Korea what annoed hability)
	T HE 5.6m savers, borrow- ers and employees who are eligible for shares in A share information office,	NOTICE to the holders of the outstanding
	Abbey National's £1.7bn stock which employs about 200 peo-	U.S. \$30,000,000
R shares of nominal value FIM 10 each — Unrestricted 14,706,290 147,062,900	the biggest exclusive club in 220,000 telephone calls since	14 per cent. Convertible Bonds Due 2002
Restricted 42,538,688 425,386,880	the world. Not eurprisingly, getting	Goldstar Co., Ltd.
<u>143,163,672</u> <u>1,431,636,720</u>	them all organised for the so-called "vote and float" -	NOTICE IS HEREBY GIVEN to the bolders of the Boude that the
Listing Particulars relating to Enso-Gutzeit Oy are available in the	the six month-long process, the other period, which closes	(a) stanted to holders of its Costumon Stock and Preferred Stock the right as
statistical service of Extel Financial Limited. Copies of the Listing Particulars may be obtained during normal business hours (Saturdays and public	now drawing to a close, of first gaining their approval to con- vert from a mutual society into	subscribe for up to 6,000,000 shares of Preferred Stock of the Company. The record date for such grant was 24th May, 1989 and such rights are
holidays excepted) up to and including 21st June 1989 from the Company	a public company, and then:	exercisable on 20th and 21st june, 1989. (b) resolved to issue to holders of its Preferred Stock, 320,000 further shares
Announcements Office, 46-50 Finsbury Square, London EC2A 1DD, and up to and including 3rd July 1989 from:	distributing the shares - has proved something of a logisti-	of Preferred Stock and to holders of its Common Stock, 880,000 further shares of Common Stock by way of utilization of Capital Surplus. The
Sponsors to the Introduction:	cal nightmare. Indeed, a wearled Sir Camp- bell Adamson, chief executive, Sir Campbell Adamson: system developed by a full-time	record date for each issue is 23rd june, 1989. Pursuant to the provisions of the Trust Deed constituting the Bonds, the
	bell Adamson, chief executive, Sir Campbell Adamson: system developed by a full-time recently remarked that, aside smaller societies should think. team of 20 programmers. They	Conversion price per share of Common Stock of the Company has been adjusted to reflect action (a) above from W33569 to W33299 with effect
	from the enormous cost - seriously whether their have had to cope with an aver-	I TOM COLL MAY, ISBY THE day stree the record date for each of the street
	smaller building societies of qualifying members each	events). Holders of boads will be advised of a further adjustment to the Conversion price as a result of action (b).
KANSALLIS BANKING GROUP	following its example should have had to be used to post Abbey National Sharelink,	June 19th, 1989 Goldstar Co., Ltd.
Kansattis-Osake-Pankki 80 Bishopsgate	think seriously about whether them all. the special dealing service it their resources are up to the Yet, although the share offer has set up to enable sharehold	
London EC2N 4AU	task. Even Abbey, the second big- some 2,500 employees of rates in the first three months	NOTICE TO HOLDERS OF EUROPEAN DEPOSITARY RECEIPTS (EDRS) IN
Brokers to the Introduction:	gest society, has not been able Lloyds, the receiving bank, it after flotation, is to employ to avoid things going wrong is in some respects much less some 700 people.	SEPPON SHIMPAN P. CO. 1 TO
Cazenove & Co. Kansallis Gota Securities Ltd 12 Tokenhouse Yard 80 Bishopsgate	The publication in March of complex than, say, a Govern-Yet, to put all this in con- the flotation details, for ment privatisation. This is text, the flotation is compara-	Furney to our notice of September 15, 1989 EDR holders are informed
London EC2R 7AN London EC2N 4AU	instance, had to be hurried for- ward by a day after a Post outset who all its shareholders with the massive effort	Common Stock of Ven En co. Control of Payable 18 Yen 5.25 per
19 June, 1989	Office blunder meant copies, are going to be. involved in the organisation of mailed to the Outer Hebrides, This means that it will be the vote.	Conditions the Depositary has converted the ret amount, after deduction of Japanese withholding taxes, into United States Dollars. EDR holders, may now present Coupon No. 23 for payment to the encount of the states of the stat
	accidentally reached West Lon- don. able to provide members with That ground-breaking work their share certificates ahead in compiling the "electoral	Payment of the dividend with a 15% withholding tax is subject to receive
	The scale of the task pro- of the start of dealings on July roll" was carried out last year	Payment of the dividend with a 15% withholding tax is subject to receipt by the Depository of the Agent of a valid afficiant of residence in a country having a tax treaty or agreement with Jepan giving the benefit of the reduced withholding rate. Countries currently having such arrangements are as follows:
	who enjoy "interesting facts." usual, sending them letters of whose main problem was to	
PHONE-POULENC	that the Abbey will at the out- wards. accounts. Even after the com-	AR. of Egypt F.R. of Germany Melaysia Singapore Australia Finland The Netherlands Spain Belgium Frence New Zealend Sweden
USD 300.000 UNDATED FLOATING	set have as many shareholders Most importantly, it means puterised system was set up as are on the registers of all of the amount of paperwork some im names and addresses	Canada Indonesia P.R. of China USSR
RATE CAPITAL NOTES	Britain's top five quoted com- panles put together? involved in the flotation has still had to checked manually been able to be massively cur- from computer records.	Denmark Italy Rep. of Koree U.S. of America
Italian International Bank Pic	Or that the printing of the tailed since the share certifi- share offer prospectuses, which cates are to incorporate forms April the 6,000 ballot boxes at	Coupon No. 23 Dividend parable Triddends
1 # 1 5/8% PA	started going out last Thurs- enabling members to use Talis- day, has required 450 tonnes of man, the Stock Exchange's every day, and this meant fly-	denomination Dividend withholding tax, withholding tax
US\$45,000,000 Subordinated Floating Rate Notes due 1996 18, 1969 against coupon or 6	The first-class paid enve- they want to sell their shares. branches in West Germany	100 sheres \$4.26 \$3.62 \$3.41
In accordance with the provisions of the Notes, denomination of USD 10000	lopes alone, weighing 270 This is the first time a flotation twice a day. Abbey calculated tonnes, required the services of has been so simplified. that the boxes, if laid end to	Depositiony: Agent: Chibani, N.A. Citicorp Investment Bank 336 Strand, London, WC2R 1HB (Lungerton)
notice is hereby given that for the six month interest Period and USD 4.948,12 for the	three major printers in differ- It is in Abbey's efforts to end, would have stretched for	335 Strand, London, WC2R 1HB (Luxembourg) S.A. June 19, 1989 16 Avenue Marie Thereas
the Notes will carry an interest Rate of 9 % % per annum and has been computed on the	ent parts of the country. Thir- simplify and personalise the one and a half miles.	
(185) divided by 360.	COMPANY NEWS IN BRIEF	
The Agent Bank SOCIETE GENERALE	First Olion	The Molson Notice to Notebolders
KREDIETBANK ALSACIENNE DE BANQUE	AMERCOEUR ENERGY is to fim will be met by a new 5 Corporation selling the assets and busi- per cent convertible loan stock. Floating Rate Extendible	Companies Limited (Incorporated with Emired Entropy of the International High Income Portfolio N.V.
	nesses of three subsidiaries for Capital Cameras trades from a Notes due 2005	the till and the second of the
	eliminate debt and provide ley. Sussex. In the year ended The rate of interest per annum	Invertidate 2 at May 1987
	working capital. BOURNEMOUTH AND District 25.91m and pre-tax profits Floating Rate Extendible Notes	(of which U.S. \$41,250,000
FINANCIAL TIMES STOCK INDICES	Water: Biwater's final offer \$430,000. Net assets £751,000. due 2005 for the interest period accepted in respect of \$408,260 STANDARD CHARTERED beginning 15th June, 1989 and	period from 20th lune 1080 Notice is hereby given the sta
	stock representing 53.24 per Bank is inviting offers for its ending 15th September, 1989 cent of the voting rights; Biwa- leasehold interest in its head the interest payment date, will	to 20th September 1989 the rate from 14th June 1980 as 14th
Jun         Jun         Jun         Jun         Jun         Jun         1969         Since Compliation           16         15         14         13         12         9         High         Low         High         Low	ter now owns 78.4 per cent of office in Singapore to increase the 9%%. The amount of	95/16% per annum. The interest 1 July 1989 is 9.675%.
Fixed Interest	offers inconditional and to operate there under a 30-1 navment date, on each \$1,000	payment date will be US. \$11,899.31 per US. \$500,000
Ordinary         1771.6         1758.9         1762.9         1756.0         1770.4         1775.7         1837.5         1447.8         1926.2         49.4           Gold Mires         182.4         183.7         184.4         183.1         182.6         189.5         196.1         154.7         734.7         43.5	extended them to June 29. year leaseback. BROWN AND Jackson is buy- VISTA Entertainments is dis- will be \$24.12.	note. 1 0.5. \$1,000.
FT-Act All Seare 1098.73 1092.63 1094.50 1090.77 1098.86 1101.84 1131.41 921.22 1238.57 61.92	ing Capital Cameras for £2.58m cussing a possible acquisition	Morgan Grenfell & Co. Limited
FT-SE 100	shares. Additional payment up Theatres.	Reference Agent

## LEGAL COLUMN

**Solicitors** 

als.

approval from the Registrar,

plus a considerable amount of time and effort to administer

between 50 and 75.

offered new

# EC framework finally comes into its own

#### By Robert Rice

il

h

2. 2. 2.

÷.,

.

n

`-im

.

1.1.1.1

· /•

.

7

- .: i

-

72 J.

- 12

-

. .

. .

, e

 $\mathcal{P}$ 

\_

.

ON July 1, the much maligned European Economic Interest Grouping regulation finally comes into its own. Conceived by the Council of Ministers as a community legal framework for the co-operation of community enterprises, it is based on the successful French "Groupe-ment Intérêt Economique."

An EEIG is broadly a form of incorporated partnership at Community level. It has legal capacity but its formation depends on a contract drawn up by its members rather than company law concepts of mem-oranda and articles of associa-

There is no requirement for any capital and the liability of it members is unlimited. Membership is open to "eco-nomic operators" in the com-

munity which means any cor-poration, company or natural person. It is not possible, how-ever, to establish an EEIG solely on the basis of members

drawn from one member state. The EEIG is not meant as a substitute for the European Company, so it may not be established with the primary object of making profits for itself. It must be established with a view to enhancing the performance of its members and must be ancillary to their

variety of purposes. One of the first EEIGs to be established was the Pannone De Backer lawyer grouping based on law firms in the UK. Belgium, France, Spain and Italy. Mr Malcolm Keogh of Pan-none Blackburn, the Manches-ter solicitors, said that in spite of the fact the none of the countries in which the groups' members are based had yet set up the mechanism for register-ing the FEIC they took the

busines

ing the EEIG, they took the view last November that as the EEIG concept was based in contract, it was safe for them to go fully operational immedito go fully operational immed-ately. The formality of registra-tion has still to come but he foresaw no problems. An audit of the first six months suggests the grouping has been e success for all its members. They are now shar-

ing staff and the cross referral The most striking example of of work has more than

The most striking example of the use of the philosophy of the EEIG given by the Com-mission is Airbus Industrie which has operated for the past 19 years as a French GIE. It could not become an EEIG, however, because it employs controlly more then 500 people eded their expectations. One of the criticisms of such groupings is that the members lose referral work from a wider field. Mr Keogh dismissed this. In Manchester, the EEIG had attracted agency work from other solicitors who want to make use of their Russman. centrally more than 500 people. However, the Commission emphasises that EEIGs can be used for an almost infinite make use of their European network.

If there was e drawback to the KEIG it was on the ques-tion of liability. There was no doubt that professional liability flowed cross border, he

effectively. The new scheme allows Curriously enough, however, it was really only in relation to the UK that the issue of liabil-ity arose. In France it is possi-ble to sue a lawyer for negli-gence but it has apparently never happened and in Brusinvestment in any listed stocks and shares here and abroad, in securities on the USM and in units in any authorised unit trust. In addition, monies can be held on deposit. Cazenove & Co is the recommended fund manager but investors are free to nominate sels the general view is that it is impossible. The client's only edy is not to use the same any stockbroker, merchant any stockbroker, merchant bank or trustee department of a clearing bank if they choose. The scheme offers flexibil-ity. Individuals are free to appoint a new fund manager at any time. They may also select their own investments. The minimum initial contri-bution is £10,000. Pension ben-efits can be taken at any age between 50 and 75. lawyer again. In spite of the liability issue

Mr Keogh predicted that other UK law firms would establish EEIGs before long. For the medium and small firms, the **EEIG** has the attraction of being a fixed grouping rather than a loose "club" of lawyers, but without the costs of full integration.

pension plan point of principle BMI KIDSONS has joined with Cazenove & Co to launch what When Chapman and others v the Secretary of State for it says is the first self-adminis-Employment comes before the Court of Appeal today, a small slice of legal history will be tered pension designed specifi-cally for solicitors and other made

While directors of private The appellant, Mr Douglas Payne, will be represented by a leading silk and junior counsel companies have for years enjoyed the benefits of small self-administered pension schemes, the nearest equivafree of charge and the costs of the action, should he lose, will be met by an appeal fund - all ient for partners in profes-sional firms has been the Part-nership Friendly Society. This requires a minimum of seven partners and individual courtesy of the Free Represen-

tation Unit. FRU is a charitable organisa-tion set up by Bar students in the early 1970s to provide free legal advice and representation in a wide range of tribunals in which legal aid is not evail-able ahle.

Free appeal on

Approximately 900 cases are referred to the unit each year by Citizens' Advice Bureaux, advice centres and solicitors. In 1987/88, the last year for which figures are evailable, FRU was successful in 78 per cent of the cases it handled.

This is the first time, how-ever, that it has taken a case to the Court of Appeal. It has done so not because the sum of money involved in

Mr Payne's case is very large, but because it believes a very important point of principle is at stake

Mr Payne is seeking e redun dancy payment, for which it is necessary for him to show that he has been working for the

LAW SOCIETIES ADMISSIONS 15th June,1989 ACCAFFREY, Elizabeth Warths LL.B Miss, Strahom, Co. MALL Effasteth Mario-Louise B.A Mrs. Temate

Hall, Anita Eve B.A Mits, Unityoni

MCCREEDS, Sustain John Mr, Wistech, Cautoridgethier MELLOY, Skaran Ozana Mrs, London MERRICK, Annanda Jane Mins, Succianet, Cheshine MORTIS, Louise Marion Solickar Of The Segrent Caut Of

FR. Michael Anthony Frantz B.A. Nr. Rayor R

two continuous years. Where there has been

change in employment, the first period will only count towards the two years if the two employers are "associated" under the provisions of section 163 of the Employment Protec-tion (Consolidation) Act 1978.

They are only deemed to be associated if the same individual controls both companies. The case will decide whether the traditional company law

test of looking at the share register alone to determine who controls the company will con-tinue, or whether an industrial tribunal should look beyond the register. On the surface, it oppearer

in Mr Payne's case that the first employer did not have control of the second company because he only owned 50 per cent of it.

However, the other 50 per cent was owned by his wife, who took no active part in the running of the company. FRU argues the reality is that he did have control of the second company.

If the traditional or technical view of control is overturned by the Appeal Court, industrial tribunals may be encouraged to apply a common sense view not only on the particular question of control bnt in other areas as well, it says.

## Gabriel Duffy Consultancy

## LAWYER INTERNATIONAL INVESTMENT BANK

c. £38,000 + Full Banking Benefits + Car

Our client, a progressive investment bank, has undergone substantial growth in recent years.

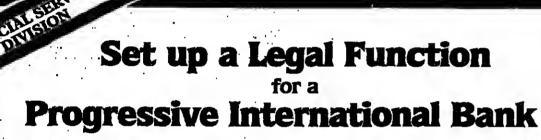
Due to continued expansion and the success of recent ventures, our client seeks an experienced banking lawyer with strong technical skills and commercial flair to join their existing team. Based in the Legol Department, the successful candidate will work in close conjunction with the banks' Corporate Finance team in a role which provides considerable scope for involvement in the commercial decision making process. Duties will include the provision of advice relating to new product development from documentation and negotation through to final execution of successful mandates.

Applications are invited from gualified Applied to its and a new intervent part of the intervent of a leading of the parking sector or banking division of a leading City practice. Familiarity with global international finance practices is essential. Knowledge of a European language would also be an advantage.

This position provides an excellent opportunity tor a dynamic lawyer to make a substantial contribution in an actively developing market.

For a preliminary discussion, interested condidates should contact CHRISTINE HEPPENSTALL on 01-831 2288 or write with full CV to: 31 SOUTHAMPTON ROW, LONDON, WC1B 5HJ. All enquiries will be strict confidence





#### To £50,000 + car

This exceptional opportunity will appeal particularly to a dynamic young Lawyer, late 20's to mid 30's, seeking substantial intellectual challenge and diverse commercial involvement. Previous banking experience is not essential so for some there will be the added attraction of moving into the financial services sector.

A persuasive qualified Lawyer, you will deliver high quality, cost effective internal and external legal services. Working proactively at a strategic level with the management team, you will review existing services. make recommendations and implement new policy.

## **Banking Benefits**

This British bank enjoys an excellent reputation for innovation and operates in both commercial and investment sectors in the UK and internationally. It is poised for major initiatives which require an in-house Legal Manager able to work with some of the UK's leading Solicitors and set new legal precedents.

A generalist, rather than a specialist, you will advise on all aspects of the bank's business, including fund management, corporate and private client lending, property, employment law and the Financial Services Act. You will assess when to use external Solicitors, negotiate fees and provide quality control.

## ary Jule Solicitor Of The Supreme Court Of Hear 04, Teresa Christina B.A. Mins, Londo Sandra Lifian Miss, Crawlington, Mor

Judith Baselein Mar. Fault

Countery, Dark

Brabetrer, 1

PANG, Bickson Karn Fel Soficher Of The Septeme Court Of Hong Konghir, Central Hong Kong PARK, Minister Thoras Mr. Loudot PATCHETT, Jane Filzabeth B.A. Miss, Sociel Chalk,

AYNE, Bornor Martin Salicher Of The Supreme Court Of

Alexanch We, Louise PAYNE, Matthew Clauries LL.B We, Breckley, Landon PEARSBU, Witchen Stephen LL.B We, Hend, Exect PELLEY, Heather Ame Salicitor Of The Supreme Coast Of

PRILEY, HEINEY AND <u>Marcheller of the Soliton out on</u> PREMASIE, Marakala Marage Solitikar **61** The Suprema Control Sci Lucks Mr., Colombo 4, 54 Lucks PRECACEMI, Constant LLB Mics, Millschert, Methodolog PRECACEMI, Constanting LLB Mics, Millschert, Surrey

NCA, Shunch Anthony (LLB Mc, Landon REES, Peter (LLB Mr, Woodbury, Enstar REDSIAW, Andrew (LLB Mr, Unoden REDSIAW, Andrew (LLB Mr, Unoden REDSIA, Michael Gurodo (LLB Mr, Statury Watham, Hawis REAGL, Genry Lantus B.A. Mc, Romford, Elsex REAGL, Genry Lantus B.A. Mc, Workshort REE, Manuel Grathen B.A. Mr, Workshort

CORNWELL PARKER

High Wycombe c $\pounds$ 30,000 + benefits + car

This long established fabrics and furniture group, which incorporates brand names such as Parker Knoll, GP & J Baker, Monkwell and Nathan Furniture has achieved excellent growth to a turnover in excess of £80m.

The present Group Company Secretary will be retiring in 1990 and the objective of this advertisement is to find his

Generous rewards include car, mortgage subsidy, non-contributory pension and other attractive banking benefits. A higher salary may be considered for more experienced candidates with highly relevant experience. Positive thinking and decisive, you will waste no time in contacting Patrick Hill, Director of Aston Zoraster Limited, today on 0734-566123, or writing to him, with full CV, at Chesham House, 150 Regent Street, London W1R 5FA.

## Iston 7, orasten

INTERNATIONAL SEARCH & SELECTION



**EUROPEAN PACIFIC Consultant: Senior Executive Position** An outstanding opportunity for ambitious, dynamic individuals

The Company is the first European office of a group of trust and financial services companies based in the Pacific region. Current operations in Europe are concentrated on corporate management and internetional tax planning. The Group has extensive expansion plans, including acquisition strategy, for further operations in Europe and the Western hemisphere.

We are looking to expand our fee income business in the specialist financial market and would be interested to hear from Individuale with In-depth experience and, if possible, solid contacts in the following ereas:

Trust and Corporate Management Services: International Tax Planning Specialist Finance and/or Other Niche Areas

Candidates should possess drive end enthusiasm and be capable of operating autonomouely from dey one. You will be working as a member of e dynamic and entrepreneuriel team where scope will be limited only by your own efforts and abilities. An outstanding incumbent may be offered a directorship.

Successful applicants will probably hold a recognised legal or accountancy qualification, an MBA end/or have international tax, trust, administration and marketing experience. You will have fluent English and French and a knowledge of further languages, including Luxembourgish, would be advantageous. This is a eubstantial career opportunity and if you feel ready to accept the challenge of this appointment please send your curriculum vitae with a covering letter in the strictest confidence to: Jan A. J. Bout, Deputy Cheirman, European Pacific Trust Company (Luxembourg) S.A., PO Box 75, L-2010 Luxembourg. Tel. (+352) 461426 / Fax (+352) 461429.

#### LAW SOCIETIES ADMISSIONS 15th June, 1989

ADASH, Gardon Harbert B.A. Mr. London AGBEW, Carolyn Jane Polieriston M.A. (J.-B. Mills, Landon ARMISTROMS, John Francis Saficher of Lan Stah Gaurt of <u>Herr Zooland</u> Mr. Landon en, Leeta

. . . .

tiong Kong CHERES, Actions Coll Bilver Solicies of the Suprese Court of Trinidad & Tsingo Mr. S LL.B. Nor. Mill ( HEL, London ziene Lize LL:8 Miss, Epping, Satty der Kristele LL:8 Mir, Reaterd, Eccar Izm Migel 8.4 Mir, Bowsessonit, Dasiet Triaidad, West Indes CHEUNE, Man-Yu Solicitar of the Sup Tracey Mrs. Waterd, Herts nie Jase B.A. Mits, Soffelk William Kirwan LL.9 Mr, Lond

4 LLS Nr. 14 B.A. No., Feelan, H 15. Mark Anime B.A.Mr, Hales

Mr. Haberren, West Midlands with B.A. Nigs, Royme Park. ille LL.& Mr. Chesterfield, Berly. 18 Spart Ogliny LL.& Mr., Landa John John Mr. Ballans, Landa

DOWD, Juny F

Listen, Linder BUTT, Sinta LLB Mite, Codeladar, Santy

CUTTER, Anarda Constan II.A Mint, London CASHIM, Itala Lumaino LL.B. Alan, Mensier MDI, Linespool CUSTELLIND, Novi B.A.Mr, Handsmorth, Birantagham, West Citili, Greany Yau Lok OWYER, Paul Nr., Castleton, Buchholt EASTER, Grinnin Talbot & Ally, Ichinen IIr Canterinny, Kent EASE: Philip Linut No. Patrianter Forey infiction of the Supreme Court of Hong Kong Mr, Central

FEARLEY, ANIS

Point, Sing Knop CLAYTON, Gregory The Solicitor of the Supres ene Court of Victoria Nr. Colonder

15

Park, London CLAYTON, Richard Miles Nr. Gesport, Rampshire ----- Teresa Nint, St. Laternio-On-Sec. E.

NA COVA Carles Judicio Lunci B.A Mr. Miliopica, Lunion

n BESS, Peter Jersey Mr., Nortkallerton, North Yortshire SLE, Bigal William L.B. Mr., Estas, Norwich A., Kennech Jahne Gonton M.A. Bir, London SDM, Philarit Scott, Mr., Sachfield, Yortshire TRIKS, Antoney LLB Mr., Chilless Wood, London M., Michael Adrian R.A. Mr., Komieteko, London M., Michael Adrian R.A. Mr., Komieteko, London Respective B.A.Mis, Lower Brong Dillow Samah Milas, Dover, Kent

1939, Sarah Louist Elézabeth B.A. Nos. Louisagton, Harts 19805, Saujana José Clastin B.A. Nir, Louisa 1281,10000, Saran James LL.8 Nir, Louisa

ip Liegel Nir, Colchecter, Estex Amel Paul (1,2) Nir, West End Lane, Landon 5, Shirum (1,1,2) Nin, Landon, Anaechecter 20 (1,1,2) Ning, 20aata, Sauth Glassoryza Saus Jaza KA Ning, Zandha

Afficient of the Supreme Court of British Colombia Mr.

LEY, Kanin Jayar B.A. Mini, Landon D., Guezard Elizatoth Jane Mini, Galidiord, Surrey ane Yole Ling LL:B Mini, Karth Karrow, Mikiliasen Helder Ann B.A. Mini, Landon

KANAPATHIPKLAI, Mangalambilai Solicitor of the Supreme Coort me Court of Sri Laska Miss ussi, Keni 1699/6-04/165, Mart Dison (J.B. Mr., Caelosa, London KNIG, Anken Anthony MLA Nr, Tentridge Welle, Kent KD, Anthony Milog-Foog R.A. M.SC Nr, Enling, Lundow Jakil, Donatother Sin Yu Selicitor of the Supreme Cost of Hong Mang Miss, Happy Valley, Horg Kang LAWRENCE Amanda Jane B.A. Mits, Stoke Newington Lonica LANYTOM, Kennech Garra B.A. Hör, Barmstanin, Denna LER, Richard Garffrey LL.B. Mr. Kautsterd, Checkins LEWIS, Statem Angelia LL.B. Mitch, Marinay, Lonica LL, Wai GM. Saliction of the Saperane Coset of Hong Kang Mr., Hong Kong

Ŀ.

WY. Secon Elizabeth Anterilas Capital Territory Miss, London RSFFLEY, David Laurie M.A. Mr., London

SAVJANI, Robba B.A. Mcs, North Razow, Middless SETO, Michael Galk Web Solicitor Of The Supreme Co Hong Kang Mr., Castral Hong Kong SIDDLE, John M.A. LL.B. Mr., Unerston, Cash SICELSEY, Roger Michael Hoph LL.B. Mr., Cash SMITH, Huary Schem Hopker B.A. Mr., Sonth

Shifting, richard Schrige neuron and Antonio Schrift, richard Antony Joseph Subchard, Kost StotA, Handya Antony Joseph Subchard The Sup David Of Still Lankable, Columbo 5, Stillanka Schröftlich, Andree Peter LLB Mr., Sub, Manchardt, Le Stafferto, Jangebie Mary LL B Mrs., Howerton, Londo Schlight, Schophie Mary LL B Mrs., Howerton, Londo Schlight, Peter Caracapter LLB Mrs., Shoken, West

TEMPLE-MORRIS, Peter M.A. No., Norfard THOMPSON, Darnet, Catle LL.& Miss, Looka THOMPSON, Keryn Berestard Mr., Church Stre Sangatire TITCOMPE, Beld Saity Carlstins LL.B. Miss, Berli, Sanny WIDD, Parajit Shagh B.A. Mis, Mormool Grant, Middleson WALDMAN, Micris Jew B.A. Miss, Lonion WATENS, Sanash May LLB Miss, Santan Caldicid, West Midlands MATSORI, Barry John LL.B Nir, Barkbug, Essen WILLIS, Peter Basion Solicitor Of The Supreme Court O

Victoria We, London WILSOR, Kathlers Inspirite LL.B Hirs, Apt. SC, 18032, New York WRIGHT, Statent LL B Mr, Dalley, West Midlands

TEUNE. So Wate Solicitor Of The Supreme Court Of How Korg Hillis, Central Korg Korg YOUNG, Inio Langton Martin B.A. Mr. Landon

You will be responsible to the Chairman and will be involved in many day-to-day business, legal and financial activities, which will entail working closely with directors and other senior management. Responsibilities will include dealing with pension and other personnel benefit schemes, insurance, property purchase/management and the usual corporate matters for

the holding company and of subsidiary companies. Probably aged around 40, you should be a professionally qualified lawyer, chartered accountant or chartered secretary with relevant broad based experience gained in a public company.

To apply, please send CV, indicating current salary to Suzanna Karoly quoting reference F/819/K. 

Ernst & Whinney

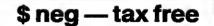
**Executive Recruitment Services** Becket House, I Lambeth Palace Road, London SEI 7EU.

# **BOARD SECRETARY & LEGAL ADVISER**

## **Middle East based**

Our client, a respected Arab banking institution, enjoys a prominent position providing a full range of traditional wholesale, retail and commercial banking services, as well as investment releted products. As a result of a corporate restructuring designed to meet an expansion of its activities, we have been retained to identify an additional member for the management team.

Reporting directly to the Board of Directors and to the Chairman of the Board, the incumbent will have overall responsibility to undertake all the necessary formal arrangements for meetings of both the directors and shareholders, and to ensure that the Bank ia operating in conformity with its Articles and Memorandum of Association, and ie in compliance with all relevant laws and regulations. He will additionally have responsibility for the issuance and cancellation of the Bank'a ahare certificates. in relation to this activity, as well as to certain other legal or administrative issues which may arise from time to time, and which will generally relate to mainstream banking business, he will report functionally to the General Manager.



Candidates should possess an eppropriate tertiary qualification and have at least 5 years' relevant experience of ecting in the capacity of Boerd Secretary and Legal Adviser gained within a leading bank. Familiarity with the Mid-East, and its laws and culture, would be an advantage.

The confidential nature of the position calls for e dedicated, self-assured, tenacious and highly professional Individual with well developed technical and interpersonal skills, which will enable him to blend harmoniously into the Bank's menagement team, as well as to represent the Bank externally.

The remuneration package will reflect the importance placed upon this key management position. In addition to a competitive tax free salary, comprehensive executive benefits will be provided.

If you feel ready to accept the challenge of this rare and exciting opportunity, please send your curriculum vitae in confidence to Welter Brown. Executive Director, or Roy Webb, Managing Director, or call them for an initial discussion.

Υ.



÷

## FT UNIT TRUST INFORMATION SERVICE • For Current Unit Trust Prices on any telephone ring direct-us (listed below). Calls charged at 38p per minute peak and

## 

Tats Ltd (1445)H Smith & Wil Hill Rifers, Esser 151 201. 01.478 337 Halbern Link Line 0800 020345 
 Intermet Link
 <thLink</th>
 Link
 <thLink</th>
 <thLink</th>
 Link

Carpo Price Price Price Char Hatt 

28

AUTHORISED

**UNIT TRUSTS** 

Inil Canc. Bid EfferYield City-Carge Price Price Price Gr's Bas

515012 (341) 164 1602356024 650,12 5025 51467.704005 610737 (64776415605-144026 610737 (64774778171564026 610737 (78,171564026 610437 (78,2782) 2115561 84026 610438 (10577112561) 227428

Last Case. Die effertich Site- Vert Christ Price Price Srs Lice Manne 

Carpo Print Do (Accept)

Bo (Accession) De (Accession) De (Accession) De (Accession) De (Accession) De (Accession) Master 7 met De (Accession) Master 7 met De (Accession) R and Son Ore & Rec-De (Accession) Pacific Basto De (Accession) Pacific Basto

Midland Unit Trasts Ltd - Contol.

ETIG Setts

antia Unit Tst Mars Ltd (1908)4 Sourt, London, EC2N 4YR 01-626 3434

1432 432 4771-47H

. . .

. .

•.

.

· · 

· · ·

.

# FT UNIT TRUST INFORMATION SERVICE • For Current Unit Trust Prices on any telephone ring direct-0836 4 + five digit code (listed below). Calls charged at 38p per minute peak and 25p off peak, inc VAT

	Half Date Did After U.L.		FIUNII		JEMATION SERVICE	(listed delow)- Calle charged at	38p per minute peak and 25p off peak, inc VAT
	John         Jahl         Case.         Fild         Office         Office <thoffice< th="">         Office         Office</thoffice<>	Albamy Life Accurates Co. Lin-Contol. Proceedings of Acctol	Mice Offer View Gra- Mice Price Grass Lang Derry Sariotte Sa, Ediabergh EH2 448 Sariotte Sariotte Sariot	nitione SL, W12,526 , 01-434 3512 H	Nal Mar Yindi Cita- Price Price Statis Mar Price Statis Restermazioni GENERALI Suc II- 17 Ferduran Su, Landon ECMU 50Y 01-48807733 Manager Pre Ser 2   559 0 Manager Jenes (1998) 197 21 - 19523 Emily Prov. Ser 19 1959 0 19523 Emily Prov. Ser 1952 - 19523	Ms-Centel. MGLI Assurance(z)	Micro Tield         City-         Eid         Offware         Teste         Original           0903 204651         Bayleys: Mag Priotics
	Evergence	Albany Life Accessore Ca List-Cantel Par Bashs Fd Acctor172.4 172.341714 460 Prosertycia192.441715 460 Winde Nor Pars Acctor142.7 7 1962.241717 860 Prof. Par. Fd90.5 99.441728 Goot Prof. Par. Fd90.5 99.441728 Goot Prof. Par. Fd124.041728 Goot Langhton Distar CED134.041728 Goot	A Renard Beat         175.0         185.0         -41925         Wave waterd Cash Fd	cet         163.1         171.7         42158         is           cerest         133.6         130.7         42159         is           mary         135.6         150.4         42159         is         is           mary         135.6         150.4         42159         is         i	Acticarrazioni         GENERALI SuA         Inish Life Assertance Co.           17 Fenduron S., Loosan EC345 507         01.4880773         Maassed Par Sor 2	567.4         - 6766.3         HCM Reare, Hease Ru, Worthing           705.4         - 6206.2         UK Ensitv Act	NEL Britannia Assee Co Ltd Contd.           622         - 42390         Fibility Mag Priote
	Property Select	Allied Durbar Assurance Pic         Fit           Allied Durbar Gr. Sminton SII 1E1         0793514514         Fit           Totad int. Das. Acc.         200.9         270.7         - 47724         Bit           Totad int. Das. Acc.         200.8         970.5         - 47724         Bit           Totad int. Das. Acc.         200.8         970.5         - 41724         Bit           Totad int. Das. Acc.         201.8         970.5         - 41724         Bit           Totad int. Das.         201.4         201.2         - 41725         Bit           For East Acc.         201.4         215.2         - 41725         Poil           Buropens Acc.         201.4         215.2         - 41725         Poil           Massand Acc.         201.4         207.2         707.4         - 472.2         Poil	4 Stan Pen Fil. 111.0 138.0 - 41925 Flack & Remit Pen Fil. 172.0 152.0 - 41925 Flack wirthow Fil. 172.0 152.0 - 41925 Indee wirthow Fil. 184.0 177.0 - 41927 Mont wintegy Page Fil. 144.0 152.0 - 41929 Pan 4	Interest         127.0         127.3         - 42164         ki           Interest         127.4         134.7         - 42165         ki           Interest         127.8         143.1         - 42164         ki           Interest         127.8         143.1         - 42164         ki           Interest         129.2         141.4         - 42167         ki           Interest         154.2         141.4         - 42167         ki           Kispellon         270.7         281.1         - 4217.0         ki           Kispellon         271.7         284.1         - 4217.0         ki	androw Mih American. 177 2 197 2 - 42333 Mik Equity Pen Sar 3 1446, 6 androw, Ros & Ausets, 1163 1 - 42332 Mik Equity Pen Sar 3 1646, 6 androw Scandamium. 174.0 195 2 - 42333 Finad Int Pan Sar 3 1641, 6 androw Scandamium. 174.0 195 2 - 42334 Finad Int Pan Sar 3 1641, 7 mersil Annu Macavent. 1314 3 - 544, 6 - 42335 Depart Pen Sar 3 2207, 9 mersil Int Micavent. 1314 3 - 544, 6 - 42335 Depart Pen Sar 3 2207, 9 mersil Int Micavent. 1314 3 - 544, 6 - 42335 Depart Pen Sar 3 2207, 9 mersil Int Micavent. 1314 3 - 544, 6 - 42335 Depart Pen Sar 3 2207, 9 Micave Pen Sa	111.2         42045         Depol 1 Ar.         142.5         1           420.0         -42247         Manager Arc.         226.4         22           304.3         -42547         Manager Arc.         226.4         22           426.2         -42547         Manager Arc.         210.5         21           426.2         -42547         mol Sand Sard Fil Arc.         105.6         11           246.1         -42547         mol Sand Sard Fil Arc.         105.6         11           246.1         -42547         mol Sand Sard Fil Arc.         105.6         11           246.1         -42547         mol Sand Sard Fil Arc.         105.6         11           248.1         -42547         mol Sand Sard Fil Arc.         115.6         11           248.1         -42547         mol Sand Fil Arc.         115.6         11           248.1         -42547         mol Sand Fil Arc.         112.0         11	6.1         -
	biarrotenau	Managed Apr. 672.2 707.6 - 41728 P0 B Managed Can	of Westminster Assesses (2) Peru		Service of Wales Rd, Sourcements 0202 752000 alesand Fand	C31-225 8444 C31-225 844 C31-225 844	14
		1000         1000 <td< td=""><td>Start         Start        </td><td>bari Damez.         046.2         133.0         - 42175           de Laid Stat.         442.8         255.4         - 42175           may.         452.0         159.0         - 42177           e Star Insurance Co Lini         6         6         6           bad Obtimum Sil 5374.0         109.4         - 42177         10           bad Obtimum Sil 5374.0         109.4         - 42171         10</td><td>Arrestness         Unit Assurance Lid         Discover St. Editation           4 Prace of Wales Ris. Bearmersonia         6222 752000         Main and Assurance Lid         Main and Assurance Lid           4 Prace of Wales Ris. Bearmersonia         6222 752000         Main and Assurance Lid         Main and Assurance Assurance</td><td></td><td>Matticavice Faule</td></td<>	Start         Start	bari Damez.         046.2         133.0         - 42175           de Laid Stat.         442.8         255.4         - 42175           may.         452.0         159.0         - 42177           e Star Insurance Co Lini         6         6         6           bad Obtimum Sil 5374.0         109.4         - 42177         10           bad Obtimum Sil 5374.0         109.4         - 42171         10	Arrestness         Unit Assurance Lid         Discover St. Editation           4 Prace of Wales Ris. Bearmersonia         6222 752000         Main and Assurance Lid         Main and Assurance Lid           4 Prace of Wales Ris. Bearmersonia         6222 752000         Main and Assurance Lid         Main and Assurance		Matticavice Faule
	OTHER UK UNIT TRUSTS Buffle Gifford & Ca 154 For Dark June 7- 400-5 Cord. Bd. of Fisc. of Caurch of Englandi;	Ten Filos tas	an Anarova Fand. 4410 4774 - 41928 Anarova Fand. 4410 4774 - 41928 Anarova Fand. 4412 472 4744 - 41942 Anarova Farina Far	htp Fand.         1621         170.3         421.79         84           mainter Fand.         181.6         191.2         -421.90         A4           wram Frand.         177.1         186.5         -421.81         V           wram Frand.         177.1         186.5         -421.82         V           ms Scrame         121.9         127.7         -421.82         V	Naki Graveta         115-5         122.0         42392         Nath         342.0         342.0           Const UL         144.6         152.6         42392         Marth Averta         377.4           Linesen         108.5         114.4         42392         Marth Averta         257.4           Linesen         356.4         566.2         -2294         Status         100.1           Arrovicas Crowth         111.4         -42395         Status         100.7           Arrovicas Crowth         111.4         -42395         Status         100.7           Kory         316.3         333.3         -42397         Supple Train         100.7           Werty         100.1         112.4         -42395         Sup 11.1         100.7           Werty         316.3         333.3         -42397         Sup 11.1         100.7           Werty         100.1         112.9         -45200         Mary 120.7         100.7           Werty         100.1         112.9         -45200         Mary 120.7         100.7           Werty         100.2         110.4         -45200         Mary 120.7         150.3	104.1         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425479         - 425489         - 425489         - 425489         - 425489         - 425499 <t< td=""><td></td></t<>	
	Concernence of the second seco	Per, Gill, Gib, Acc		- Ster Tear./Midland Acar. G	and an a line of the second se	1435 - 42691	143 d 153 d - 13062
	Cert. 64. of Fiz. of Clarich of England; 2 Percification (International Content) of England; 2 Percification (International Content) (International Content) 1974 of Society 31. 19765 (International Content) Charling (Charling Strain, EDR 905 Charling (Charling Strain, EDR 905 Charling (Charling Strain, EDR 905 Charling (International EDR 905 Charling (I	Pau Barto, Acc	The second secon	and a Terrana Common 144	March 107.4 113.2 - 43400 Erroren 1174.8 const from	147.1         -425/2         Reserve for the server processing of the server pro	27 - 42909 Mer Gres Writ Track 95 0 100 0 31 - 42910 Do. Accom 100 0 21 - 42911 Do. Accom
- 32 <sub>1</sub>	2 Fore Street, London E27/ Ma) 10-508 1315 10-508 135 10-508	Time         Control         Control <thcontrol< th=""> <thcontrol< th=""> <thcont< td=""><td></td><td>HE HILL 106.9 112.5 - 42191 But his sector 10.5 112.5 - 42192 But his sector 111.1 117.8 - 42193 Eu his his sector 110.6 - 42194 Eu his his sector 110.6 110.6 - 42194 Eu his sector 110.6 -</td><td>Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197</td><td>Juli 1         -14270b         Presilien Fand Prices         334.8           Assoc Society         Do. Accom         -354.8           Assoc Society         Do. Accom         -354.9           Assoc Society         Do. Accom         -354.9           Assoc Society         Do. Accom         -454.9           Assoc Society         Do. Accom         -454.9           Jubortam         Group Carton         -461.9           139.35         -         427.19           139.35         -         427.19</td><td>- 42914 American</td></thcont<></thcontrol<></thcontrol<>		HE HILL 106.9 112.5 - 42191 But his sector 10.5 112.5 - 42192 But his sector 111.1 117.8 - 42193 Eu his his sector 110.6 - 42194 Eu his his sector 110.6 110.6 - 42194 Eu his sector 110.6 -	Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197)         Starter Control (197)           Starter Control (197)         Starter Control (197)         Starter Control (197	Juli 1         -14270b         Presilien Fand Prices         334.8           Assoc Society         Do. Accom         -354.8           Assoc Society         Do. Accom         -354.9           Assoc Society         Do. Accom         -354.9           Assoc Society         Do. Accom         -454.9           Assoc Society         Do. Accom         -454.9           Jubortam         Group Carton         -461.9           139.35         -         427.19           139.35         -         427.19	- 42914 American
	Zampt Fund American June 14	Part Level         122.2         135.9         - 441.0         000.0           Part Level         127.9         34.0         - 441.0         000.0           Part Level         137.9         34.0         - 441.00         000.0           Part Level         137.9         34.0         - 441.00         000.0           Part Level         137.9         34.0         - 441.00         000.0           Part Level         137.9         34.1         - 441.00         000.0           Part Level         274.8         31.1         - 441.00         000.0	1929 2011 41959 41C	norgh Manay Management Ltd Management Ltd Manay Management Ltd Management Management Ltd Management Natae Management Ltd Ma	International inc. 10.6 1118 - 2213 Internet 46.34 International Internet 10.7 2014 - 2214 Internet 10.7 2014 - 2214 Internet Serut. 111.7 117.7 - 2214 Laurentian Life pic Internet Serut. 111.7 117.7 - 2214 Barmond, Sincester GLA 762	Gawanterd Intr	- 429210 Egenty
	Am Darmet June 13	Pen Far East Can	30         30<	Table         Life         Assurance         Sactisty         District           28. Aristany Bucks III/21 YeW.         C2108         C2108         C2108         C2108           105.4         110.91         -42198         C4109         C4109         C4109         C4109           105.4         110.91         -42198         C4109	nericari & General 394.5 200.5 - 429410 Grover's Fundamental 2016 pasal	367.8	- 42014 - 42017 - 42017 - 42017 - 42017 - 42017 - 42010 - 4
	Extend Park	American Life Insurance Co UK	Fined internet. 144.6 157.5 - 41970 Money	A. A. 20007         211/12         111/2	aparat         478,7         504.6	1921 - 42546 214.2 - 42547 Nerchant Investors Amurance 200.4 - 42547 Part of the Mil Group	10         -4309           -44253         Bealdmild Property.           -44254         Separative Mathematics
	European Ar. 102.0 107.2 1.58 404.9 European Ar. 102.0 107.2 1.58 404.9 North American 564.9 577.7 1.48 404.9 Sorth Latt Ala. 200.3 304.2 221 40505 Famils in Ceturt 42.8 451.34 221 40505 Game May 25 - 202.2 202.4 553 40506	Antericum Life Insurance Cu UK 2-8 Antericum City 21A Un Puns (Committion City 21A Premy Resultanticum (Chab) 4-8 - 41760 Mint Premy Resultanticum (Chab) 4-41760 Mint Premy Resultanticum (Chab) 4-41767 Mint Michael (Chab) 4-41767 Mint Mint Michael (Chab) 4-41767 Mint Mint Mint Mint Mint Mint Mint Mint		No.         1062         177.1         -1200         77           Are Managet         2003         214.0         -4201         4200           Are Managet         1025         107.4         -4201         400           Aread         1025         107.4         -42010         400           Aread         1025         107.4         -42010         400           Aread         102.5         107.4         -42010         60           Aread         104.1         24.1         -42014         60		AL Dr. (200)         Init Sa 2	9 B         -46523         Someward & Malaphi, 1017         5017         -2009           10         -46523         Someward & Malaphi, 1017         5017         -2009           10         -46523         Someward & Malaphi, 1017         5017         -40107           10         -46523         Someward & Malaphi, 1018         -40107         -40107           10         B         Someward & Malaphi, 1018         -40107         -40110           11         US Emili Commania, 1013         1018         -40111         -40110           -47000         Pere ALS Mindo, 2019         1018         -40111         -40110           -47000         Pere ALS Mindo, 2019         1017         -40110         -40110           -47000         Pere ALS Mindo, 2019         1009         -40110         -40110           -47000         Pere Alexament, 1009         1050         -40110         -40110           -47000         Pere Alexament, 2019         1059         -40110         -40110           -47000         Pere Alexament, 2019         1059         -40110         -40100           -47000         Pere Canceleros,, 2007         7225         -43100         -40100           -47000         Pere Canceleros,, 2007
	Formal Transform 1 44 44			Linear Groveth. 1512 198 9 - 42216 1 2013 214.0 - 42210 1 44	II Gross Rd, Harmania Hot, W. Saman Britle Factor Rd, Harmania Hot, W. Saman Britle Factor Rd,	International Sector         Additional Sector	42935 Port Enviry
	Laboratoria (1990) Campany Company 122 4601 4467 1 19 40766 Campany Company 122 4601 4467 1 17 40776 American June 122 4601 4467 17 4076 Far Englann June 12. 4087 782.0 0.8 40774 Far Englann June 12. 4087 782.0 0.8 40774 Ratingh Nag 12. 17 2074 205.0 0.4 40764 Harry North Ang 12. 17 2074 205.0 0.4 40764 Harry North Ang 12. 17 2074 205.0 0.4 40764 East Chemic Mary 13. 01.7 46.9 1.4 40766 East Chemic Mary 13. 01.7 46.9 1.4 40776		E 64 1207 0 218 0ALOGE	1011         1071         14222         64           34         1414         1422         64	and Exchanges, EC3 (0.203710) Territorian Active 1983 (0.203710) Territorian Active 19	301.3         - 62000         Mil Internet Fundt         - 2650           404.2         - 62000         Mil Internet Findt         - 2650           404.3         - 62000         Mil Internet Findt         - 300.4           501.4         - 62000         Mil Internet Findt         - 300.4           501.4         - 62000         Mil Internet Findt         - 300.4           501.9         - 62000         Mil Internet Findt         - 501.9           501.9         - 62010         Mil Internet Findt         - 501.9           201.5         - 62010         Mil Internet Findt         - 300.4           201.5         - 62012         Mil Internet Findt         - 301.7           201.5         - 62012         Mil Internet Findt         - 301.7           100.6         - 6201.2         Mil Internet Findt         - 301.7           100.5         - 6201.2         Mil Internet Findt         - 301.7           100.5         - 6201.2         Mil Findt Findt         - 301.7           100.5         - 6201.2         Mil Findt Findt         - 600.1           100.5         - 6201.2         Mil Findt Findt         - 600.1           100.5         - 6201.2         Mil Findt Findt         - 600.1	42542 Pers Learner AZ. 2743 288.9 - 4111 42541 Pers Letterner AZ. 2743 288.9 - 43111 42541 Pers Letterner AZ. 2743 288.9 - 43111 42542 Pers Javan Senih Cas., 420,9 447 2 - 41113 42943 Pers Managert 1407.2 1481.2 - 41113 42943 Pers Managert 1407.2 1481.2 - 41114 42945 Pers Managert 1407.2 1481.7 - 43115 42945 Pers Seniderul Prop., 1128 118 7 - 43115 42945 Pers Seniderul Prop., 1128 118 7 - 43117 42947 Pers Seniderul Prop., 128 - 4355 - 43117 42947 Pers Senider Cos. 2010 2118 - 43117 4318
	Hard Ward All 222 (24.5 2002)	If Egeneration         138.5         146.3         -         44.40         94.00           Deposition         123.5         123.6         -         44.60         94.00           Toposition         123.5         123.6         -         44.60         94.00         74.00         94.00         74.00         94.00         74.00         94.00         74.00         94.00         74.00         94.00         74.00         94.00         74.00         94.00         74.00         94.00         74.00         94.00         74.00         94.00         74.00         94.00         74.00         94.00	FOL	an Callings	Manuardiani         1417         1951	323.6         - 623.8         Mill Darrows of Femal.         186.7           456.4         - 626.9         Mill Darrows of Femal.         320.7           136.8         - 66070         Mill Indea Lington.         320.6           120.9         - 66070         Mill Indea Lington.         320.6           120.9         - 66070         Mill Indea Lington.         33.7           120.9         - 166070         Mill Indea Lington.         53.7	- 45500 Pen Statier Cas 9, 107 0 513 0 - 43110 - 45540 Pen Set Stat
	Local Authorities Markad Levest. Tst." 2 Fore Screet, Lanka EC2Y SA0 01-583 1815 Property May 31	Carl Control (1972)         1972.8         1972.8         1972.8         1972.8           Transitional Control (1972)         112.0	Anima         114.4         120.5         -         1000         Linea           Anima         114.4         120.5         -         1000         Linea           Anima         114.4         120.5         -         1000         Linea           Janes         114.4         120.5         -         1000         Linea         Linea         100.5         Linea         Linea         100.5         -         1000         Linea         Linea         Linea         Linea         Linea         -         1000         Aus         Linea         Linea         Linea         Linea         Linea         -         1000         Aus         Linea         Linea <td>2011         <td< td=""><td>ander Frank Mar.         137.3         112.9         - 44055         Anzies Connect</td><td>and Densing of Court         Hill Loratin &amp; Larsen</td><td>-1 46/209 Mill Funds</td></td<></td>	2011         2011 <td< td=""><td>ander Frank Mar.         137.3         112.9         - 44055         Anzies Connect</td><td>and Densing of Court         Hill Loratin &amp; Larsen</td><td>-1 46/209 Mill Funds</td></td<>	ander Frank Mar.         137.3         112.9         - 44055         Anzies Connect	and Densing of Court         Hill Loratin & Larsen	-1 46/209 Mill Funds
	M & Goospittes Lid Characteristics and second Automities Characteristics 441 441 11.44 40605 RAACF June 14 40605 RAACF June 14 40605 RAACF June 14 40605	52 Reciferd Read, London E7 Barcingtond	110.7         110.6         -         11.9%         61.0%           110.7         110.6         -         11.9%         61.0%           110.7         110.6         -         11.9%         70.0%           110.7         110.7         11.9%         -         11.9%         70.0%           110.7         110.7         11.9%         -         11.9%         70.0%         70.0%           110.7         110.7         110.4         -         11.9%         70.0%         <	Latered Ltd	E Links Link American Link         977.4         98.4         -1 62.00         Point Microwy Miki Film	Color	- 46/08 European
· · ·	Margan Graufeli Jav Magant Ltd	unerfrant Accum	East Autor 1253 1274 - 42000 Periods Carl Mineters Manager Francis List Periods Jamer 35a Longs SWIY 410 at 9005474 Pariot		142.7	172.4 - 426.54 MI Fid Enroyees	- 45,722 North American
	Interception         Original and Participation         Construction         Construction <th< td=""><td>Henrich Accent</td><td></td><td></td><td>Accord         III.0         III.2         IIII.2         III.2         IIII.2         IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII</td><td>List         Bit Fill List Ser. Sits         101.2           SE         E273 724508         Bit Fill List Ser. Sits         101.2           SE         E273 724508         Bit Fill List Ser. Sits         101.2           137.6         - 62722         Bit Fram Carrier         102.3           137.5         - 62725         Bit Fram Carrier         102.3           137.5         - 62725         Bit Fram Carrier         102.3           146.9         - 62725         Bit Fram Carrier         102.3           704.4         - 62725         Bit Fram Carrier         102.5           146.9         - 62725         Bit Fram Carrier         102.7           704.4         - 62725         Bit Fram Carrier         102.7           146.9         - 62725         Bit Fram Carrier         102.7           146.9         - 62725         Bit Fram Carrier         102.7           702.4         - 62772         Bit Fram Carrier         102.7           702.4         - 62772         Bit Fram Carrier         102.7           702.5         - 62772         Bit Fram Carrier         102.7           102.6         - 62772         Bit Fram Carrier         102.7           102.6         Bit Fram Carrier<td>- 45992 Per Manuel</td></td></th<>	Henrich Accent			Accord         III.0         III.2         IIII.2         III.2         IIII.2         IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII	List         Bit Fill List Ser. Sits         101.2           SE         E273 724508         Bit Fill List Ser. Sits         101.2           SE         E273 724508         Bit Fill List Ser. Sits         101.2           137.6         - 62722         Bit Fram Carrier         102.3           137.5         - 62725         Bit Fram Carrier         102.3           137.5         - 62725         Bit Fram Carrier         102.3           146.9         - 62725         Bit Fram Carrier         102.3           704.4         - 62725         Bit Fram Carrier         102.5           146.9         - 62725         Bit Fram Carrier         102.7           704.4         - 62725         Bit Fram Carrier         102.7           146.9         - 62725         Bit Fram Carrier         102.7           146.9         - 62725         Bit Fram Carrier         102.7           702.4         - 62772         Bit Fram Carrier         102.7           702.4         - 62772         Bit Fram Carrier         102.7           702.5         - 62772         Bit Fram Carrier         102.7           102.6         - 62772         Bit Fram Carrier         102.7           102.6         Bit Fram Carrier <td>- 45992 Per Manuel</td>	- 45992 Per Manuel
	Amer Expt June 14	inal Pas Account	Hal Mistaal Green Spare Hill, London EDAP 480 01-248 9861 Farmin	A Britan Sallys	reprod 141 51	146.9 - 42730 Mi Fran Roover,	4 (202) 72 Estebane BA Aylesberg, HP19 32.1 0296 395539 4 (202) 116 Prints 4 (202) 1
···· · <u>ě</u> · · ·	SE Asia Expt June 14	111 Prins Account		VA 6000 THERE Sected of the Brighton Bull 11V5         C273 724570           VA 6000 THERE Sected of the Brighton Bull 11V5         C273 724570           VA 6000 THERE Sected of the Brighton Bull 11V5         C273 724570           Ramanda - Sected of the Brighton Sected of the Bull 11V5         C273 724570           Ramanda - T28 11 22548         - 42225           Ramanda - T28 11 22548         - 42225           Conta Sect - T28 11 22548         - 42225           Conta Sect - T28 11 22548         - 42254           Conta Sect - T28 12 23 155.74         - 42254           Conta Sect - T31.25         S5.751         - 42254           Conta Sect - T47.70         S2.401         - 42254           Conta Sect - T47.70         S2.401         - 4225	E Preissant Hindessepal Lid	43.0         - 42720         MI Fram Functist	- 40/20 Provide Funds - 40/07 Provide Funds - 40/06 Managed Lastiewary - 10/7 1 112.01 - 40/06 Managed Growth - 100.7 143.9 - 40/06 Managed Opportunity, 10/28 150.4 - 40/07 Fible Tayler Mag Food. 10/28 150.7 - 40/71
	GR Lave 14	etheret Pets Accomm. 1072 113.00 interfait Pets Accomm. 1073 133.01 ethereta Pets Accomm. 103.03 interfait Pets Accomm. 103.03 mens Garbyn Accom. 103.03 mens Garbyn Accom. 103.04 mens Garbyn Accom. 100.05 115.31 46.3775 Edwin mens Garbyn Accom. 100.05 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20 115.31 46.3775 Edwin 105.20	tarranza 1357,14 376371 → 62013 (marg) Tarranza 12677 (marg) Tarranza 12677 (marg) Tarranza 12677 (marg) Tarranza 12677 (marg) Tarranza 126773 (marg) Tarranza 1267773 (marg) Tarranza 126773	Control Seria 2. 31,401 54,66	a martin forman 1445 1513 a martin forman 1445 1513 a martin forman 1445 1513 a martin forman 1455 1513 a martin forman 1513 a martin forman 1455 1513 a martin forman 1455 1513 a martin forman 1513	Tarbandh, Sarrey 11 65 Smith 207	- 42572 (Martinal, Busterial LJTE - 42572 (Martinal, Busterial LJTE - 45730 (Massaged Failer, pure) - 46730 (Massaged Failer, pure) - 46730 (Massaged Failer, pure) - 46730 (Massaged Failer, pure) - 46730 (Massaged Failer, pure) - 46741 (Massaged Failer, pure) - 46735 (Massaged Failer, pur
	POFM CONVENTION NOT THE ALL AND ALL ADDRESS AN	The Deposit Access	1 42021 3 Long	With Reserved AL         19,27         19,27         102241         100           With Reserved AL         19,27         122,401         102         100           With Reserved AL         19,27         122,401         100         100           With Reserved AL         19,27         122,401         100         100           With Reserved AL         19,27         124,47         100         100           With Reserved AL         17,26         27,07         142,425         100           Maxwell AL         177,45         27,07         142,425         100           Cost Frank         177,45         211         142,224         100	a Unit         204.3         204.3         40717         E., Baby, Sac, Lobal	331.5         -         20200         NI Fram Excl Int	- 46726 - 000 Protection General (1973) - 1973
	Stewarf Ivory & Co Ltd Saints PPP May 13	Balanced Fund 412.59 434.31 41802 18 MA	Instruction Co of America Control University Control C	F Pravident He Just, Salisbury, Willis SP1, 35H, 0722 336202 3 Fi	Huld Eperty Family A 1221 - Date International State S	214.8 - 42759 Bil Car lacenta	- 46208 European
	INSURANCES	and Technology Fd., 30174 302 134 - 41005 Serrey Ant Technology Fd., 30174 302 134 - 41005 Serrey Antopy Markov & Con Fd., 271, 107 281, 949 - 41005 Markov & Convert Markov & Con Fd., 107 281 325, 566 - 41007 Markov & Provide Decis Fuel., 107, 201 325, 566 - 41007 Markov & Convert Markov & Con Fd., 107 201 325, 566 - 41007 Markov & Convert Markov & Con Fd., 107 201 325, 566 - 41007 Markov & Convert Markov & Con Fd., 107 201 325, 566 - 41007 Markov & Convert Markov & Con Fd., 107 201 325, 566 - 41007 Markov & Convert Markov & Con Fd., 107 201 325, 566 - 41007 Con Fd., 107 201 300 & Con Fd., 107 201 300, 300 300 - 41000 Con Fd., 107 201 300 & Con Fd., 107 201 300, 300 300 - 41000 Con Fd., 107 201 300 & Con Fd., 107 201 300, 300 300 - 41000 Con Fd., 107 201 300 & Con Fd., 107 201 300, 300 300 & Con Fd., 107 201 300 & Con Fd., 107	KT1 27A.         110.4         121.6         14.6667733           KF and Kand	Anitomic         271.7         272.4         -         42204         317           Anitomic         271.7         272.4         -         42204         317           Anitomic         271.7         272.4         -         42204         317           Anitomic         270.1         272.3         -         42204         317           Anitomic         270.1         272.3         -         42204         317           Anitomic         270.1         272.3         -         42204         317           Anitomic         110.3         110.4         -         42277         77           Anitomic         112.3         110.4         -         42277         78           Anitomic         117.3         120.2         -         4277         78           Anitomic         117	Balances         Advalues/Craticat(2)         Disk         Disk <thdisk< th="">         Di</thdisk<>	123.1	48 Entertharth St. London EC10 Still 01-623-6200
	AA. Friendly Sectedy Insection Blog, M & G kn Magt Ltd AA Friends Stei 221- Abbey Life Assessmence Co Ltd 80 Holdeolwrit Rael, Bownendelth Prop. Sc. 1982	Control Fill         2011         2013         4011         3111           Marry S.L. & Borg, 167, 97, 155, 36         -         4011         3114           Marry S.L. & Borg, 167, 97, 155, 36         -         4011         3114           R Property Find.         -         277, 39, 592, 52         -         4011         3174           R Property Find.         -         277, 39, 592, 52         -         4011         3174         342         4011         3174         342         4011         3174         342         4183         3184         Amm W         3184	Auto 22	140.1 133.0 - 427.5 Day 447	Total         Total         Constraint         Total         Total <thtotal< th="">         Total         Total</thtotal<>	125.5 Mil Hee Extra Income 104.9 127.9 - Mil Hee Switz Cos Div 106.6	- For Eng
:		Ind Int Par Fel	Manuard         114.1         124.4         42037         04.0           Manuard         352.3         320.4         42030         Security           May         224.3         226.7         42030         Security           May         224.3         226.7         42040         Marriad           V         224.3         226.7         42040         Marriad           V         192.3         202.5         42040         Marriad           V         192.3         202.5         42040         Marriad	2013 2048 - 4276 4 Lasty	International Control (1997)         International Control (1997) <th< td=""><td>D Ltd Bill Men Grant Tech 118.2 Bill Men Glanal Mesitik</td><td> Presido Fand (Accur Detto </td></th<>	D Ltd Bill Men Grant Tech 118.2 Bill Men Glanal Mesitik	Presido Fand (Accur Detto 
	American Str. 4	Ci. Asserance Ltd	Mi Gill         1202         121.0         -         42045         Surveyorg           Mi Gill         140.0         151.4         -         42045         Surveyorg           Mi Gill         121.4         121.4         -         42045         Surveyorg           Mi Gill         121.4         125.4         -         42045         Surveyorg           Mi Gill         121.4         125.4         -         42045         Surveyorg           Mi Gill         123.4         125.4         -         42045         Surveyorg           Mi Gill         123.4         125.4         -         42045         Surveyorg           Mi Gill         123.4         125.4         -         42045         Surveyorg         Array           Mi Gill         125.4         -         42046         Surveyorg         Array         Array           Mi Gill         125.4         127.5         -         42047         Array         Array           Mi Gill         127.6         -         42047         Array         Array         Array           Mi Gill         127.6         -         42047         -         42047         Array           Mi Gill	221.7         222.9		40         4777         •         42777         •         127.1	America.         357.2         376.0         -43120           Foresty.
		3 Stepterds Beth Group, W124SD         01.740 7005         0174           4 Fands         191.5         204.1         -413940         971.6           4 Stepterds         191.5         204.1         -413940         971.6           4 Stepterds         197.7         1.53         -413940         977.6           4 Stepterds         207.1         208.6         213.7         -413950         977.7           10 Stepterds         207.6         213.5         140.6         977.7         -41350         978.7           11 Stepterds         207.6         203.7         -41355         978.4         140.6         978.7           12 Headbards         203.0         204.4         -41855         140.5         978.7         140.5         978.7         140.5         978.7         140.5         978.7         140.5         978.7         140.5         978.7         140	W Gab Fd	140.8 148.2 - 44386	Property	12:46	<ul> <li>Norwich: Union Asset: Management Ltd</li> <li>P0 Rev 124, Mornich NRJ LdS</li> <li>0603 683906</li> <li>Management Fund</li> <li>Management Fund</li> <li>1625</li> <li>65 RI</li> <li>163 101</li> </ul>
та <sub>н</sub>	Transform         614.2         646.5         -         41622         6           Transform         1104.5         156.27         -         416.25         6           Equary         1104.5         156.27         -         416.25         6           Schecking         378.1         378.1         -         416.25         6           Managed         505.9         874.4         -         416.25         6           Schecking         250.5         267.3         -         416.25         6           Schecking         250.5         260.7         -         416.25         6           Amproxit         250.5         146.5         -         416.25         6           Schecking         150.5         126.5         -         416.25         6           Schecking         -         150.2         126.5         -         416.25           Schecking         <	1000         1000 <td< td=""><td>377.0         972.7         -40004         Damaged           1002.1         1002.1         1127.7         -         Barrid A           1002.2         1127.7         -         Barrid A         Barrid A           1002.2         1127.7         -         Barrid A         Barrid A           1004.2         1127.7         -         Barrid A         Barrid A           1010.2         1127.7         -         Construction A         Barrid A           1010.2         1121.7         -         Construction A         Barrid A           1011.7         1122.7         -         Construction A         Barrid A           1012.7         1122.8         -</td><td>1204         140.2         -4338         111.2           121.7         111.4         -4338         112.4           121.7         111.4         -4338         112.4           121.7         111.4         -4338         112.4           121.7         111.4         -4338         112.4           121.7         110.4         -4507         110.4           121.7         110.4         -4507         110.7           121.7         110.4         -4507         110.7           121.7         120.2         120.1         -4507         110.7           120.7         120.2         120.2         -4507         110.7         110.7           120.7         120.2         120.2         120.4         -4507         110.7           120.7         120.4         120.7         -4507         110.7         140.7         100.7           120.7         120.4         120.4         140.7         140.7         140.7         140.7           120.4         120.4         120.4         140.7         140.7         140.7           120.4         120.4         120.4         140.7         140.7         140.7           120.4</td><td>1 Summed Life Awar, Life (2)         Final Yield         Final Yield         Final Yield         Stop           Viner, Addamate B, Crysten         01.006 (335         Bit (2010)         Bit (2010)<!--</td--><td>Lins, Co Lin Hill Academin Fund</td><td></td></td></td<>	377.0         972.7         -40004         Damaged           1002.1         1002.1         1127.7         -         Barrid A           1002.2         1127.7         -         Barrid A         Barrid A           1002.2         1127.7         -         Barrid A         Barrid A           1004.2         1127.7         -         Barrid A         Barrid A           1010.2         1127.7         -         Construction A         Barrid A           1010.2         1121.7         -         Construction A         Barrid A           1011.7         1122.7         -         Construction A         Barrid A           1012.7         1122.8         -	1204         140.2         -4338         111.2           121.7         111.4         -4338         112.4           121.7         111.4         -4338         112.4           121.7         111.4         -4338         112.4           121.7         111.4         -4338         112.4           121.7         110.4         -4507         110.4           121.7         110.4         -4507         110.7           121.7         110.4         -4507         110.7           121.7         120.2         120.1         -4507         110.7           120.7         120.2         120.2         -4507         110.7         110.7           120.7         120.2         120.2         120.4         -4507         110.7           120.7         120.4         120.7         -4507         110.7         140.7         100.7           120.7         120.4         120.4         140.7         140.7         140.7         140.7           120.4         120.4         120.4         140.7         140.7         140.7           120.4         120.4         120.4         140.7         140.7         140.7           120.4	1 Summed Life Awar, Life (2)         Final Yield         Final Yield         Final Yield         Stop           Viner, Addamate B, Crysten         01.006 (335         Bit (2010)         Bit (2010) </td <td>Lins, Co Lin Hill Academin Fund</td> <td></td>	Lins, Co Lin Hill Academin Fund	
	Hol Records	anada Life Group 6 High St. Fatters 6707 51.122 Beildin unty Gib May 29			Series (G)         241.3         240.4         -         251.1         100 Temple S., Brister BS1 & A.           Series (G)         241.4         -         251.2         100 Temple S., Brister BS1 & A.           Series (G)         241.4         -         251.2         100 Temple S., Brister BS1 & A.           Series (G)         241.4         -         251.5         100 Temple S., Brister BS1 & A.           Series (G)         241.4         241.4         241.4         241.4         241.4           Series (G)         210.4         -         251.5         Filter Brist         241.4           Series (G)         210.4         -         251.5         Filter Brist         251.4	4 - 42789 All Klein Barr Elk Yield. 97.7 42789 All Klein Barr May Yield. 106.6	- Deter Index and read
:	10 Guess Torrac, Aberden ANT 10.1         0600 0333500           Stammer Growth,	Article Product State         S71 - 400           Article Product State         S72 - 400           Articon         S72 - 400           <	Install, Galdford         0483 500770         0483 500770         0483 500770           MARD, James JA., 1905         5401.81         -420076         6475 500770           MARD, James JA., 1905         5201.81         -420076         617 Mar           MARD, James JA., 1905         5203.81         -420076         617 Mar           MARD, James JA., 1905         5203.81         -420076         617 Mar           MARD, James JA., 1935         1970.51         -420076         617 Mar	10         10<	Tai Reves Fd (2). 210.2 221.3 - 425.21 American - 14 East Famil (2). 401.9 475.7 - 425.22 Eastly (4)	15 - 42743 Willow ter Sect. 175.8	<ul> <li>UK Ordinary Skare Frid., 75.5</li> <li>79 5</li> <li>43203</li> <li>Horswitz Frid., 75.5</li> <li>70 5</li> <li>43204</li> <li>Property Fund., 77.6</li> <li>81.6</li> <li>43206</li> <li>Float Increase Fund., 55.5</li> <li>50 0</li> <li>42206</li> <li>Holdan Garp</li> <li>3286</li> <li>43206</li> </ul>
Ċ	Life Frank (Accounted) Uset)         44123           Scriver)         11241         11261           Berr         11270         14.001           Berr         11270         14.001           Berr         11270         14.001           Berr         11270         14.001           Berr         11290         441540           Berr         11470         441541           Berr         11470         441542           Berr         11470         441543           Berr         11470         441543           Garopass         9.88         1119         441545           Garopass         12300         1126         441545           Garopass         12300         1126         441545           Garopass         12300         1126         441545           Garopass         12300         1126         441545           Garopass         12300	The second	What we have have have have have have have hav	an Ban Fail 2714 3047 - 4220 Sea ing Thin Fail 3042 4043 - 4220 Sea w East Fail 3042 4045 - 4220 Sea W East Fail 2047 4045 - 4220 Sea K & 4 & E. Fail 404 520 - 4220 Fail 405 K & 4 & E. Fail 404 520 - 4220 Fail 405 K & 4 & E. Fail 404 520 - 4220 Fail 405 K & 4 & E. Fail 404 520 - 4220 Fail 405 K & 4 & E. Fail 404 520 Fail 405 K & 4 & E. Fail 405 K & 4 & Kail 40	RC Gray, Findlat. 1992 2012 - 2535 Deposit (W		History of Fand         D03.2         929 7         -43209           Equatis Fund         1791.3         1885 6         -43210           Property Fund         -484 7         510.3         -43211           Flued interest Fand         395 6         416.5         -43210           Depositi Fund         -395 6         416.5         -43213           International Fand         -395 6         416.5         -43213           International Fand         -394 7         397 3         -43213           International Fand         -55.4         162.6         -43213           Hatting Status         -155.4         162.6         -43214
	Provid American         10, 421         11, 53]	11.6         F. 201 PG         JULIC         JULIC         - 14024         Second           1007         Contract Second         JULIC         JULIC         - 14024         Second           1007         Provide         Fell         JULIC         JULIC         - 10024         Second           1007         Provide         Fell         JULIC         JULIC         - 10024         - 10024         - 10024           1007         Provide         Fell         JULIC         JULIC         - 10024         - 10024         - 10024           1007         Provide         Fell         JULIC         JULIC         - 10024         - 10024         - 10024           1007         Provide         Fell         JULIC         JULIC         - 10024         - 10024         - 10024         - 10024         - 10024         - 10024         - 10024         - 10024         - 10024         - 10024         - 10024 </td <td>Image: Solution of the second secon</td> <td>Accident Linked Life Asscela)</td> <td>None         Store         Store</td> <td>7.6        </td> <td></td>	Image: Solution of the second secon	Accident Linked Life Asscela)	None         Store	7.6	
· ·		223.7         223.3         - 41870         Same G           10100         10100         10100         - 41870         Diffusion           10100         10100         10100         - 41870         Diffusion           10100         10100         10100         - 41870         Diffusion           10100         10100         10200         - 41870         Diffusion           10100         10100         - 40870         - 41870         Active 3           10100         - 40870         - 41870         - 41870         - 41870           10100         - 40870         - 41870         - 41870         - 41870           10100         - 40870         - 41870         - 41870         - 41870           10100         - 40870         - 41870         - 41870         - 41870           10100         - 40870         - 41870         - 41870         - 41870           10100         - 40870         - 41870         - 41870         - 41870           10100         - 40870         - 41870         - 41870         - 41870	New Assessmence Group         0730 63201         From We Composed           New, Petersfield, Hands         0730 63201         From We Composed           Interference         221.4         233.1         - 42000           New Assessment         222.7         213.4         - 42000           New Assessment         223.7         213.4         - 42000           New Assessment         223.7         - 42000         New		artiel Ser A	44         -43007         An after Serg UK Extens	
<sup>24</sup>	1992 Series         204.7         279.7         -44.651         65           WE Early,	int - Band         155.1         202.3         -         41873         40873           and ng Companies         107.5         202.4         -         41874         40875           and ng Companies         107.5         111.5         -         45779         Week 0           and num to the full status         200.0         202.7         -         41877         Scaw           utram Managed         200.0         202.7         -         41876         Scaw           utram Managed         200.0         202.7         -         41876         Scaw         Scaw           utram Managed         200.0         202.7         -         41876         Scaw         Scaw <t< td=""><td>Instruction         Open Display         Open Display<!--</td--><td>1519         161.9         -7208         64.9           1157         151.8         -7208         64.9           1157         151.8         -7208         64.9           1157         151.8         -7201         64.9           1157         151.8         -7201         64.9           1157         151.8         -7201         64.9           1157         151.9         -7201         64.9           1157         151.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9</td><td>Street         Street         Street&lt;</td><td>Bits         Bits         <th< td=""><td>- 42754 Littersuitional Fel</td></th<></td></td></t<>	Instruction         Open Display         Open Display </td <td>1519         161.9         -7208         64.9           1157         151.8         -7208         64.9           1157         151.8         -7208         64.9           1157         151.8         -7201         64.9           1157         151.8         -7201         64.9           1157         151.8         -7201         64.9           1157         151.9         -7201         64.9           1157         151.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9</td> <td>Street         Street         Street&lt;</td> <td>Bits         Bits         <th< td=""><td>- 42754 Littersuitional Fel</td></th<></td>	1519         161.9         -7208         64.9           1157         151.8         -7208         64.9           1157         151.8         -7208         64.9           1157         151.8         -7201         64.9           1157         151.8         -7201         64.9           1157         151.8         -7201         64.9           1157         151.9         -7201         64.9           1157         151.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9         -7201         64.9           1157.9         150.9	Street         Street<	Bits         Bits <th< td=""><td>- 42754 Littersuitional Fel</td></th<>	- 42754 Littersuitional Fel
. et	Problem         100.1         100.1         100.1         100.0         <	4111 4312 456.3	the Working GUZ1 1XW 04862 5033 Per Prop	1441         1514         6200         Promoved State           1252         1252         1252         1252         1252           1252         1252         1252         1252         1252         1252           1252 <t< td=""><td>Mark Sec.         Mod. 3         SP0.1         CR330         Finite File         SP0.1         CR330         Finite File         SP0.1         <thsp0.1< th=""> <thsp0.1< th="">         SP0.1<!--</td--><td>367.5 400.4 42029 102.00-4 114. 11-14-1</td><td>-4200         Fund investoriation a control study (mini- tration of the study of the study</td></thsp0.1<></thsp0.1<></td></t<>	Mark Sec.         Mod. 3         SP0.1         CR330         Finite File         SP0.1         CR330         Finite File         SP0.1         SP0.1 <thsp0.1< th=""> <thsp0.1< th="">         SP0.1<!--</td--><td>367.5 400.4 42029 102.00-4 114. 11-14-1</td><td>-4200         Fund investoriation a control study (mini- tration of the study of the study</td></thsp0.1<></thsp0.1<>	367.5 400.4 42029 102.00-4 114. 11-14-1	-4200         Fund investoriation a control study (mini- tration of the study
	Property	angel 4 140.8 149.041204 Find in path179.0 200.441205 With in 179.0 200.4179.0 200.4179.0 000.4 With in 179.0 200.4179.0 000.4 With in 179.0 200.4179.0 000.4 With in 179.0 200.4 With in 199.0 With in 199.0 With in 199.0 With in 	An         77.1         3027         0         3027         0         3027         0         3027         0         3027         0         3027         0         3027         0         3027         0         3027         302	Int Con Acc.         120.3         197.7         -         6221         188.8           Dem Acc.         120.8         131.3         -         6222         188.8           Dem Acc.         120.8         120.7         -         6223         188.8           Acc.         120.7         -         6233         188.8         -         6235         188.8           Acc.         120.7         -         6235         188.8         -         6235         188.8           Sectors         120.4         140.7         -         6435         181.4         -         643.5         181.4           Med Wr Acc.         100.4         -         644.5         181.4         -         645.5         181.4           Med Wr Acc.         100.6         111.4         -         645.5         181.4         193.7         -         183.7         193.7         -         645.5         181.4         193.7         -         183.7         -         645.5         181.4         -         645.5         181.4         -         645.5         181.4         -         645.5         181.4         -         645.5         181.4         -         645.5         181.4         -<	Im Step	208.6	- 46100 Pearl Assurance (Uolt Funds) Ltd - 46200 252 Higt Holton, London W(1V 758 , 01-405,644)
: . ·	Own         Own <td>177-1 17</td> <td>Ace 236.9 249.3 - 42104 General P</td> <td>Partifalle Life Inspe Pic antifalle Hanter, Eners 0279 426262 Fil Acc</td> <td>ar Sor A.         111.7         122.3         225.3         225.3         225.3         225.3         225.3         225.3         225.3         225.3         225.3         225.4         M. &amp; G. &amp; Life and M. &amp; G.         30.0           ware Sor A.         221.2         129.3         -225.4         M. &amp; G. &amp; Life and M. &amp; G.         30.0           ware Sor A.         221.2         129.3         -225.4         M. &amp; G. &amp; Life and M. &amp; G.         30.0           ware Sor A.         221.2         129.9         -225.4         M. &amp; G. &amp; Life and M. &amp; G.         300.1           ware Sor A.         221.2         129.9         -225.4         30.0         300.1         300.1           ware Sor A.         220.4         220.5         -225.4         30.0         300.1</td> <td>FB 0245 266266 Initial international</td> <td>46.100         46.100           - 46.100         Pearl Assurance (Uolt Funds) Ltd           - 46.100         252 High Holton, London W/LV7EB         01-463.6441           - 46.100         Pros. Hist. Grash</td>	177-1 17	Ace 236.9 249.3 - 42104 General P	Partifalle Life Inspe Pic antifalle Hanter, Eners 0279 426262 Fil Acc	ar Sor A.         111.7         122.3         225.3         225.3         225.3         225.3         225.3         225.3         225.3         225.3         225.3         225.4         M. & G. & Life and M. & G.         30.0           ware Sor A.         221.2         129.3         -225.4         M. & G. & Life and M. & G.         30.0           ware Sor A.         221.2         129.3         -225.4         M. & G. & Life and M. & G.         30.0           ware Sor A.         221.2         129.9         -225.4         M. & G. & Life and M. & G.         300.1           ware Sor A.         221.2         129.9         -225.4         30.0         300.1         300.1           ware Sor A.         220.4         220.5         -225.4         30.0         300.1	FB 0245 266266 Initial international	46.100         46.100           - 46.100         Pearl Assurance (Uolt Funds) Ltd           - 46.100         252 High Holton, London W/LV7EB         01-463.6441           - 46.100         Pros. Hist. Grash
	Deposit.         12,05         44576           Worth American.         1121         11,075         41577           Earnpast.         10,21         11,075         41578           Property.         11,22         14,075         41578           Integr.         11,22         14,077         41579           Integr.         11,24         14,077         415679           Integr.         11,32         14,077         415690           Integr.         11,42         14,077         415600           Integr.         11,54         11,72         414600           Vick Early.         12,54         11,74         414600           Vick Early.         12,55         12,27         41462           Cith Edget 1579         9,66         41462         41462           Cith Edget 1579         9,66         41462         41462	Series Posten Accountation aty		Bit A	ar Ser C	133.2         -2323         initial functional122         112.0         110.0           144.2         -42235         initial functional125         140.0         120.3         140.0           210.3         -42235         initial functional125         140.0         137.8         145.0           251.7         -42237         initial functional125         133.0         133.4         130.0         134.2           957.3         -42237         initial functional125         120.0         114.3         100.0         114.3           957.3         -42237         initial functional223.0         215.0         215.0         215.0	- 43000 Primt Reserver (Unit Linker Pearl List - 43001 Ret Man Servin 11
	1782 Series Brusel		323.4         423.6		Text Start         100.4	70.7         4329         Accost. Entry	- 43008 Phoenix Asserance Co Ltd
· · ·	3 Way	115.3 122.0 -41007 Investme	Cond	Product         SES.7         SES.7         SES.4         <	Corr Sar A.         102.2         100.3         - 6271         Depart Route Latter         101.9           Corr Sar A.         102.9         102.9         - 6271         Depart Route Latter         101.9           Sar Sar A.         102.9         102.9         - 6271         Depart Route Latter         101.9           Sar Sar A.         102.9         102.9         - 6277         Depart Route Latter         702.0           Sar Sar A.         102.9         102.9         - 6277         Fair Soure Route Latter         704.0           Sar Sar A.         102.9         - 6277         Fair Soure Route Latter         704.0         704.0           Sar Sar A.         102.9         - 6277         Fair Soure Route Latter         704.0         704.0           Sar A.         100.9         102.1         - 62577         Fair Soure Route Latter         704.0	279.5	- 43012 Weath Asd
	Ministrikusses         222.17         226.71         -44649         44           Car Zaylel         13.25         -46490         46           Alberty Life Assurance Co List         10         10         10           States Life Assurance Co List         10         10         10           June Potters Bar ENb IA5         0707         42311         51           Life Factor         130.7         137.61         -41092           Rill Bar Olip Folanch         130.7         137.61         -41092	Hoge Property		Matheman         94,0         97,35         42207         Direct	Managed Fil112.6 118.542560 Persisen Famile Managed Fil113.6 119.642587 American (Cap)1399.2 Managed Fil113.6 119.642587 American (Cap)1397.2	365.7         - (2633)         Pros. Init. From Tr	43011         UK Capity Acc
•	Emetty #d Accid)	anore Bood/Exec. 1649.75 44.30 - 41916 PE Come Hicorp British National Sec. 1997		wat 195.7 100.83 -1 - Idea		100-3	43011         UF Capity Acc
e e	100 Sector Configuration (113.7 123.8) - 41,704 Eco Exercises Weizer (110.8 116.6) Nec Social Micro. (110.5.7 117.8) - 46834 Acro Stratum Micro. (110.1 115.8) Oph	All 394.0 - 41820 Reigan Technology 106.8 127.0 - 41822 Manager Frances 106.8 127.0 - 41822 Manager Frances 106.8 120.4 - 41823 Perform	er Insurance Pic Pro Okto Serrey Rit2 881. 0737 242424 Pro Small	147 348.4 336.8 - 42354 Moor as Equaty 210.2 221.4 - 42355 Mara For 217.3 229.0 - 42355 Mara	Contract Late, Birmipoteum B1968G, 021 444 4101         Carton Contract Contrent Contrent Contract Contract Contract Contract Contrel Contrel	25.13         - 42525         Hillal American	Assiston         Protects         Hoade, Header Hamil, Briston         GZZ 294441           43012         Lafe Assistantia Famil, 441.2         484.5         -///43248           43012         Dr Ph. E d         -///441.7         480.7         -///43248           43012         Dr Ph. E d         -///441.7         246.5         -///43248           43012         Dr Ph. E d         -///441.7         240.7         -///43249           43014         Provide Frant Frantin         201.7         212.3         -///43249           -43014         Incernstonal Acc.         201.7         212.3         -///43249           -43017         Intermination Acc.         125.3         140.3         -///4324           -43017         Fibral Interest Acc.         125.3         143.6         -///43254           -43017         Biog. Soc. Limit Acc.         127.5         127.4         -///43256           -43020         Special Mineyol Acc.         127.3         127.4         -///43256           -43020         Special Mineyol Acc.         129.1         129.5         -///43259           -43020         Special Mineyol Acc.         129.2         245.4         -///43259           -43020         Assistic Tec. Acc.         129.2
-		Int.         Int.3         Int.3         Int.23         Int.23           Int.1         Int.3         Int.3         Int.3         Int.23           Int.3         Int.3         Int.3         Int.3         Int.3           Int.3         Int.3         Int.3         Int.3         Int.3 <td< td=""><td>Performance         105.0         112.1         420.43         Performance           Inter Plan         105.0         122.0         -         420.47         Performance           Inter Plan         105.0         122.0         -         420.47         Performance           Inter Plan         105.1         122.0         -         420.47         Performance           Inter Plan         113.1         122.2         -         420.47         Performance           Inter Plan         110.1         110.2         -         421.47         Performance           Inter Plan         110.1         110.2         -         421.47         Performance           Inter Plan         110.2         -         421.47         Performance         Performance           Inter Plan         110.2         -         421.47         Performance         Performance  </td><td>LIZE IN I LOUD</td><td>Life Astronome Ca Die</td><td>126.3 - 429371 Million Court, Dorking, Serrey 192.4 - 42972 Gapital Growth</td><td>For East &amp; Gain. Acc</td></td<>	Performance         105.0         112.1         420.43         Performance           Inter Plan         105.0         122.0         -         420.47         Performance           Inter Plan         105.0         122.0         -         420.47         Performance           Inter Plan         105.1         122.0         -         420.47         Performance           Inter Plan         113.1         122.2         -         420.47         Performance           Inter Plan         110.1         110.2         -         421.47         Performance           Inter Plan         110.1         110.2         -         421.47         Performance           Inter Plan         110.2         -         421.47         Performance         Performance           Inter Plan         110.2         -         421.47         Performance         Performance	LIZE IN I LOUD	Life Astronome Ca Die	126.3 - 429371 Million Court, Dorking, Serrey 192.4 - 42972 Gapital Growth	For East & Gain. Acc
· •	Earth Fi Actual 2001 0 2009 41706 Jan Earth Fi Actual 2007 337 5 41707 100	Open	Series         1013         2076         -12133         Nairie           Series         1013         2076         -12133         Nairie           Series         1013         1071         -12134         Nairie           Series         1013         1073         -42154         Nairie           Series         1013         1073         -42154         Nairie           Series         1002         1074         -14091         Nairie		Arrowson         121/2         2286 6	537.5 - 42578 Managed Bibly Soc	
- 	Gi Mong, Pr. Act.22		Test         102.0         107.4         -         40071         Fee Gate           113.3         114.5         -         45552         Past Mark           113.3         114.5         -         45552         Past Mark           113.3         114.5         -         45552         Past Mark           113.5         114.5         -         45552         Past Mark           113.5         117.5         -         45557         Past Mark           101.5         113.5         -         45575         Past Mark           101.7         101.7         -         45576         Past Mark           101.7         101.5         -         45576         Past Mark           101.7         101.5         -         45576         Past Strate           110.5         101.5         -         45576         Past Strate           111.6         -         45577         For Mark         For Mark	es Make	Trail Generative         Tail 7         Tils 1         - 40x51         Frail Land         S773           Trail Lang Samtr         131.7         Tils 1         - 40x52         Frail (Land)         S773           Trail Lang Samtr         138.4         Tils 1         - 40x52         Frail (Land)         S47.3           Trail Lang         Tils 1         - 40x52         Frail (Land)         S47.3           Trail Lang         Tils 1.3         - 40x52         Frail (Land)         S47.3           Trail Lang         Tils 1.3         - 40x54         Frail (Land)         S27.3           Trail Lang         Tils 2.4         - 40x54         Frainerty (Cand)         S27.5           Trail Strangeton         Tils 2.4         - 40x54         Frainerty (Cand)         S27.5           Trail Strangeton         Tils 2.4         - 40x54         Frainerty (Cand)         S27.5           Trail Strangeton         Tils 2.4         - 40x54         Recoverty (Cand)         S27.5           Tils 7.4         - 40x54         Recoverty (Cand)         S37.5         S37.5           Tils 7.4         - 40x54         Recoverty (Cand)         S37.5         S37.5           Tils 7.4         - 40x54         Utri Recovert (Macd)         S37.5	330.1         -         42077         Michael Marcel Billing, Sac	Part Frain For (Mar.) - 104.5 110.0 4.5275 Part Frain For (Mar.) - 104.7 112.6 - 4.5276 Parts Frain For (Mar.) - 104.7 112.6 - 4.5276 4.5277 4.5279 4.529 4.529 4.529 
	Codel Harro 1117 112 112 4055 Fin Service Marko 1177 112 4 4055 Fin 1177 1178 1274 4 4058 Fin 1178 1274 4 4058 Fin 1178 1274 4 4058 Fin 1188 Fin Fridado 1241 5 4058 Fin 1188 Fin Fin Fin Fin Fin Fin 1188 Fin Fin Fin Fin Fin Fin 1188 Fin Fin Fin Fin Fin Fin 1188 Fin Fin Fin Fin Fin 1188 Fin Fin Fin Fin Fin 1188 Fin Fin Fin Fin Fin Fin Fin 1188 Fin Fin Fin Fin Fin Fin Fin 1188 Fin Fin Fin Fin Fin Fin Fin Fin 1188 Fin Fin Fin Fin Fin Fin Fin Fin 1188 Fin	ed tel Polis Accent. 210.0 221.1 41940 Contra tan Pen Can. 140.0 146.0 428.0 41940 Jan Frank. 102.4 207.5 41944 With Pro- tantion Fund	canae	nt herr - 44470 Unit i 1143 2204 - 46470 Unit i 1143 2204 - 46482 Unit i 1547 2011 - 46482 Unit i 1548 pricts please Lefensor (279 128/262	au (724 hm. 1270 1337) - 12559 UK income (421 1995) nai Poperty - 92 7 97 1 112 1 - 42559 UK income (421 1995) nai Case - 1071 112 1 - 42550 Proved Poster Vert - 2055	1172 - 42867 Milli Grinny Pa1113 1113 297.0 - 28869 Milli Grin Migu Pielle121.7 121.7	- 44399 Ann Densit Falled 1163 1107 - 43203 - 45370 Pes Densit Falled 1127 4 1342 - 43204 - 45391 Continued on mext page
·							

29

k

4

e e

į

..

.

...

5

5

; ۰ ۲

- -

. • •

Energy.

-

۰.

 For Current Unit Trust Prices on any telephone ring direct-0836 4 + five digit code (listed below). Calls charged at 38p per minute peak and 25p off peak, inc VAT FT UNIT TRUST INFORMATION SERVICE orter Yield City-Price Grant Line BM Price Dags Price Price Price Girs Line STAT THE CAP tili Price Price Gran Ma Price Price Gross Line Rid Offer Yield City-Price Price Group Rise Frier Tiete Che- Halt After Yield Cityaid Price 
 Price
 Price

 Premium Life Assurance Co. Lid
 37-39. Perrymount Meath, March Meath

 American
 135.0
 143.0

 American
 135.0
 143.0

 Balancel
 203.0
 296.0

 European
 177.0
 187.0

 Composition
 176.0
 186.0

 Garman
 170.0
 187.0

 Garman
 120.0
 127.0

 International Equity.
 160.0
 190.0

 High Int.
 20.0
 127.0

 International Equity.
 126.0
 207.0

 Hopk Int.
 20.0
 27.0

 International Equity.
 126.0
 207.0

 International Equity.
 126.0
 207.0

 International Equity.
 126.0
 207.0

 International Equity.
 126.0
 208.0

 International Equity.
 126.0
 126.0

 Property
 280.0
 280.0

 International Equity.
 156.0
 126.0

 International Equity.
 156.0
 126.0

</taburd> Turget Life Aster Praise Protein Citt Pers. Property Person Receive Pran. Care Pens. Receive Pran. Care Pens. Receive Pran. Decost Pranse. Decost Prome. Dec 109.4 11222 137.4 -|40712 -|44713 Productial Holborn Pensi Companyatian 103,9 Smaller Compania. . . 106,5 International Small Co. . . 130,5 Centd. 43557 43538 - 4059 talid Asset Ma er Ca Ltd-Contd. Reth 144.7 144.7 152.5 147.2 14 61-666 2466 - 44520 - 44530 - 44530 - 44531 10.165a 13.35%a 20.35%a 20.35%a 20.35%a 40.275a 15.155a 15.155a 101.045a 102.57%a 20.357 20.247a 15.165a 15.165a 15.165a 15.165a 
 20 St Journey, Life, B.

 20 St Journey, Life, B.

 21 Kit Editory, Life, S.

 22 St Journey, Life, B.

 23 St Journey, Life, B.

 24 St Journey, Life, S.

 25 St Journey, Life, S.

 27 St Journey, Life, S.

 28 St Journey, Life, S.

 28 Scottish, Life, Life, J.

 29 St Journey, Life, S.

 29 St Journey, Life, S.

 20 St Journey, Life, S.

 29 St Journey, Life, S.

 20 St Journey, Life, Jo 17502 15602 15607 15602 15607 15602 15607 15602 15607 156020 1478.0 1554.7 427.6 450.2 1990.4 1951 1 990.4 1951 1 1990.4 1951 1 1990.4 194.9 1156.6 194.9 1156.6 194.9 1156.8 256.4 108.1 113.8 144.0 1231 1231 Entra Income income und Erneth. Gill. Germundty Skarts. Castrangetty Skarts. Eindelli Scotter Eindelli Scotter Herkl Leisere Matri. Eindelli Scotter Herkl I Control Skarts. Utstall Scotter Utstallis Erneth. Eindelli Scotter. Utstallis Erneth. Eindellis Control. Eindellis 10.11 10 International Souli Cas., 120:5 127:41 Prodentini Pestions Limited Nofinen Cass. Landor Cills 248 Descriptionary Jane 14 (115:42 159:83) International June 14. (20:59) 27:41 International June 14. (20:59) 27:41 International June 14. (20:59) 27:41 International June 14. (20:49) 00 15 Prometry June 16. (20:49) 00 15 Prometry June 16. (20:49) 164 5 Pent Ind June 16. (20:4) 165 4 Prom Angel Landr IA. (20:4) 160 3 Pent Ind June 16. (20:4) 163 160 3 Pent Ind June 16. (20:4) 165 4 Pent Ind June 16. (20:4) 163 160 3 Pent Ind June 16. (20:4) 163 160 3 Pent Ind June 16. (20:4) 165 4 Pent Ind June 16 The Baugkok Fund Muntil Lynch Inti Capital Book June 14 Nav USS-99.12 Bala at (Say) Ltd (1,279,45xfor into only) 01-405 9222 - 43539 - 43540 - 43541 - 43543 - 43543 - 43543 - 43545 - 43545 - 43545 - 44754 - 44755 - 444757 - 444757 - 44757 0025FL MCS \_\_\_\_\_ 0025FL MCS \_\_\_\_\_ 0025FL MCS \_\_\_\_\_ 0025FL MCS \_\_\_\_\_ 0025FL Skr \_\_\_\_\_ 0025FL Skr \_\_\_\_\_ 0025FL Skr \_\_\_\_\_ 0025FL Skr \_\_\_\_\_ 0025FL MAS \$\_\_\_\_\_ -----1012375195467 niemanional E Japan Manuned Propesty R. M. Emperial UK Equety Pergion Picnic American - 43547 - 43301 - 43302 - 43303 - 43303 - 43309 - 43309 - 43309 - 43310 - 43311 - 43311 - 43312 - 43313 - 43313 - 43549 - 43650 - 43551 - 43552 - 43553 - 43554 Daving Links in Analysis in An 1000000000 1 : 
 Converse Hard State
 122.4
 124.4
 144.4

 Metal Larger GML
 122.4
 124.4
 144.54

 Reflexed Larger GML
 120.0
 120.0
 140.54

 The Neumanne Gene
 77.4
 120.0
 120.0
 140.54

 The Neumanne Gene
 77.4
 110.2
 140.54
 140.54

 The Neumanne Gene
 110.2
 110.2
 140.54

 Park San, Med.
 110.2
 110.2
 140.54

 Park San, Med.
 110.2
 120.1
 140.55

 Park San, Schovier.
 110.2
 120.1
 140.54

 The Neuroschovier.
 110.2
 120.1
 445.55

 The Neuroschovier.
 110.2
 140.54
 445.76

 The Neuroschovier.
 110.2
 140.54
 445.76

 The Neuroschovier.
 111.0
 125.51
 45.76

 The Neuroschovier.
 111.0
 125.51
 45.76

 The Neuroschovier.
 111.0
 125.51
 45.76

 The Neuroschovier.
 111.0
 125.31
 46.76

 23 485 UKLSGORT IIII 154.8 Disando Narray Administration Process Company Advanced Company High Instance Company Disando Narray Advanced Disando Narray 0733 42200 - 44532 - 44533 - 44534 - 44536 - 44536 - 44537 - 44537 - 44536 - 44576 - 44576 - 44576 - 44576 - 44540 Earomobiliare Fd Magt (Gnemsey) Ltd Earomobiliane Bd Fd.\_1510 75 10.761 - 44034 -----Transfers" Assurance Company Ltd 12 Caristiano Ma Strandi BH1 31W (2012 201113 Manufel Fand, 222.3 234.0 44550 GH & Free In Fel. 147.1 554.0 46551 Cata Fand, 140.4 107.9 44554 Pastien Milanget 106.4 107.9 44554 0539 33733 Myed Fund Five Arrows Lett Band Fixed Robicitld Aster Management (3) HAV per thank to the second - 43315 - 46402 - 46402 - 43316 - 43316 - 43319 - 43320 - 43320 - 43322 - 43322 - 43322 - 43324 - 43322 - 43324 - 43326 - 4336 - 43326 1115770 877771141 1115678 119877771141 President Catal Transbridge Weits Expiritable Rober Gurt, Transfrige Weits Apperature: Catal Exercise: 0092 51 5753 JERSEY (SIE RECOGNISEE) JERSELY CASE (CLUERISER) Capital House Form Mars CD Ltd (09965H4 Process Form Mars CD Ltd (09965H4 Formation CD Process Formation Control House International Graves Prometation Control House Prometation International Graves Prometation Control House Prometation International Graves Prometation Control House Prometation International Graves Prometation International Graves Prometation International Graves Prometation International Graves Prometational Graves Prometational Graves Prometational Graves Prometational Graves Prometationes Prometational Graves Prometational Graves Prometati 
 Convertière & Gall 1/2 1
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [33 9
 [30 1
 [33 9
 [30 1
 [33 9
 [30 1
 [33 9
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1
 [30 1428517747997797798449 51115 1 128 1 147 51 52 1 50 1 145 51 52 1 50 1 145 51 54 150 1 145 51 54 150 1 145 51 50 1 147 1 200 51 20 1 147 1 153 - 400 275.80 A14.30 al.100 227.70 K 1991 - 43731 - 46405 - 43532 - 43533 - 43534 - 43536 - 43536 - 43536 - 43536 - 43536 - 43540 - 43540 - 43540 - 43546 - 43546 - 44553 - 44555 - 43576 - 43576 - 43577 - 43578 - 43578 - - - - - 
 Particle Bartin
 362.000
 1.437
 2.000

 Gold match Surgeon
 362.000
 1.437
 2.000

 Gold match Surgeon
 362.000
 1.437
 2.000

 Guid match Surgeon
 362.000
 1.437
 1.828

 Standing Orad
 SEL 200
 1.247
 1.823

 Standing Orad
 SEL 571
 1.571
 1.454

 Carrentedus
 Olarity Orad
 30.000
 1.437

 Standing Orad
 SEL 571
 1.571
 1.454

 Carrentedus
 Olarity Orad
 30.000
 1.437

 Standing Orad
 Olarity Orad
 30.000
 1.457

 Standing Orad
 Olarity Orad
 30.000
 1.450

 Standing Francis
 Olarity Orad
 20.000
 1.600

 Stand Manageri Initial 100 + 100 + 115.9 92.2 106.2 105.90 北歌 4219 7576-96 1414 102.7 343.3 146.4 103.7 303.9 103.7 103.9 的酸酸 
 String Franz
 0 19-0.12
 40.52
 1.0044022

 Franz
 0 19-0.12
 20.01
 6.0044022

 Darf
 0 190
 1900
 1900
 1900

 John Govert
 Otherantel
 1900
 1900
 1900

 Gound Every
 31.99.42
 9.42
 9.51
 1.0

 Gound Every
 31.99.42
 9.42
 9.51
 1.0

 Gound Every
 31.99.42
 9.42
 9.52
 1.0

 Gound Every
 31.99.42
 9.42
 9.52
 1.0.0

 Gound Every
 31.99.42
 9.42
 9.52
 1.0.0

 Gound Every
 31.99.42
 9.42
 9.42
 1.0.10

 Gound Every
 31.99.42
 9.42
 9.42
 1.0.10

 Daine Ened
 31.99.42 Targen Hif \_\_\_\_\_\_ 97 3 102 51 Sauth Yarks Investment Hanager Honton Papett, Donator DE 709 7 Sh Yoria Hill 100 100 709 7 Sh Yoria Hill 100 100 100 0 Sh Yoria Hill 100 3 100 3 100 7 Thibbersail Investment Hangt, Link Yoria Chilliph A. Linkas, Sarth 1 Thibbersail Investment Hangt, Link Yoria Chilliph A. Linkas, Sarth 1 County Co Witzel A. Linkas, Sarth 1 County Co Witzel A. Linkas, Sarth 1 County Co Witzel A. Linkas, Sarth 1 County Fd Karman, Linkas, 1120 0977 40133 45730 Hill Samuel Fd. Magri. (Goernson) 110 Gernsey In. (66 Bi 73.5%) 1.73145254 1111111 The India Fund Mantil Louis 200 Capita June 15 MAY 397.950 Jum 15 NAV 397,559 (3647 390/67 information only) Kielamoort Bessen (Gaerney) Pé Moges Life Gaerney Age 127 8 408 9 - 4556 Kiel Mithel M. Falzer, 127 8 - 244,346 1.841 4.556 Kiel Mithel M. Falzer, 127 8 - 244,346 1.841 4.556 Kiel Mithel M. Falzer, 127 8 - 244,346 1.841 4.556 Kiel Mithel M. Falzer, 127 8 - 244,346 1.841 4.556 Kiel Mithel M. Falzer, 127 8 - 244,346 1.841 4.556 Kiel Mithel M. Sowith, 252 4.3 55 Glas - 45358 Pactional Resembar 2012 Ford Life DM Corrector Falzer, 108 756 4.556 Stering Corrector Falzer, 512,054 - 45560 Stering Corrector Falzer, 512,054 - 45560 Stering Corrector Falzer, 512,0540 - 45560 Ste 11111111 
 Demain Cartas
 III A
 III A
 -44384

 Langton Harvett
 III A
 -44384
 -44384

 Weskeyran & General Reservance Soc
 Convert Circa, Barakopton, S 4448
 III A
 -44384

 Weskeyran & General Reservance Soc
 Convert Circa, Barakopton, S 4448
 III A
 III A
 III A

 Weskeyran & General Reservance Soc
 Convert Circa, Barakopton, S 4448
 III A
 III A
 III A

 Windster Harry, Terrar Soc
 Statesport A
 Fee Soc
 III A
 III A
 III A

 American A
 Fee Soc
 Statesport A
 Fee Soc
 III A
 III A
 III A

 American A
 Fee Soc
 Statesport A
 Fee Soc
 III A
 III A
 III A
 III A

 Access Fee A
 III A
 State A
 III A
 IIII A
 III A
 III A
 0702 333433 - 43349 - 43370 - 43370 - 43372 - 43373 - 43373 - 43374 Fand Litt 0 M 11.0734 16.7306 SF-9 9163 S12.5400 Y1120.5412 9403 641413 - 43375 - 43377 - 43377 - 43377 - 43377 - 43377 - 43377 - 43377 - 43384 - 43385 631-556 4181 - 43953 - 43954 - 43955 - 43956 - 43976 - 43976 - 43976 - 43976 - 43976 - 43976 - 43976 - 43976 - 43976 - 43976 - 43976 - 43977 Kleinwort Bensen Islamic Fd Montt Lid 
 Appendix Disclose
 Distance Transf. Microscopers (201) Life

 Lazzeri C.R. Weith Bond.
 Distance Transf.

 Lazzeri C.R. Acc. Fold Y.-. (15500)
 Distance Transf.

 Lazzeri C.R. Acc. Fold S.-. (1512)
 Distance Transf.

 Lazzeri C.R. Fold M.-. (1512)
 Distance Transf.

 Lazzeri D.F. Transf.
 Distance Transf.

 81 49357 824 49357 875 49367 840 49357 840 49357 840 49357 75 49357 12 149377 12 149377 12 149375 12 149375 12 49357 10 493577 10 493577 1 140742 0742/54808 44076 44077 44077 44077 44077 44077 - 43993 - 43995 - 43396 - 43396 - 43396 - 43396 - 43396 - 43396 - 43400 - 4340 1111111111111111111111111111111 IOM (SIB RECOGNISEB) 
 IOMA ISB RECOGNISED

 Atticed Dumbar International Find Mayer.

 Atticed Dumbar International Find Mayer.

 Atticed Dumbar Hore, Dumlar Mayer.

 Atticed Dumlar Mayer.

 Atticed Dumlar Mayer.

 Attice Dumla Zarich Life Assurance Ce Ltd 11 Carbani Wale, Personate POI 22, P We generated - 110.5 111.9 We generated - 110.5 111.9 We generated - 110.5 114.9 We generated - 110.5 114.9 We generated - 110.5 115.9 Second - 110.5 1 6795 82220 **OFFSHORE AND** Lenden Interstate Fand Managers Ltd Lin Interstate Inr GL Divizes 1279 - 4643U MANAGEMENT SERVICES **OVERSEAS** 421.0.4.1.9.1.4.1.9.1.1.9.4.1.9.1.9.1.1.9.1. Barid M. Aaran (Personal Fis. Plant.) Ltd The (W Town Kell, Tadiwrian, Bed. D. Aurol Mayal (Yr H. 1845 371.1) 0. Aran Mayal (Yr H. 1845 371.2) 0. Aran Mayal (Yr H. 1845 371.2) 0. Aran Mayal (Yr H. 1853 197.3) 0. Aran Mayal (Yr H. 1 M & G Island Fried Standard (675.3 718 2) 2.44 6423 General Julian (1289.1 1371.9) 2.44 6424 - 2242 WEI STALL GUERNSEY (SIN RECOGNISED) + 4403 + 44035 - 44340 + 44340 + 44340 + 44340 + 44634 
 Name
 Darge
 Prime
 Prim
 Prime
 Prime
 P

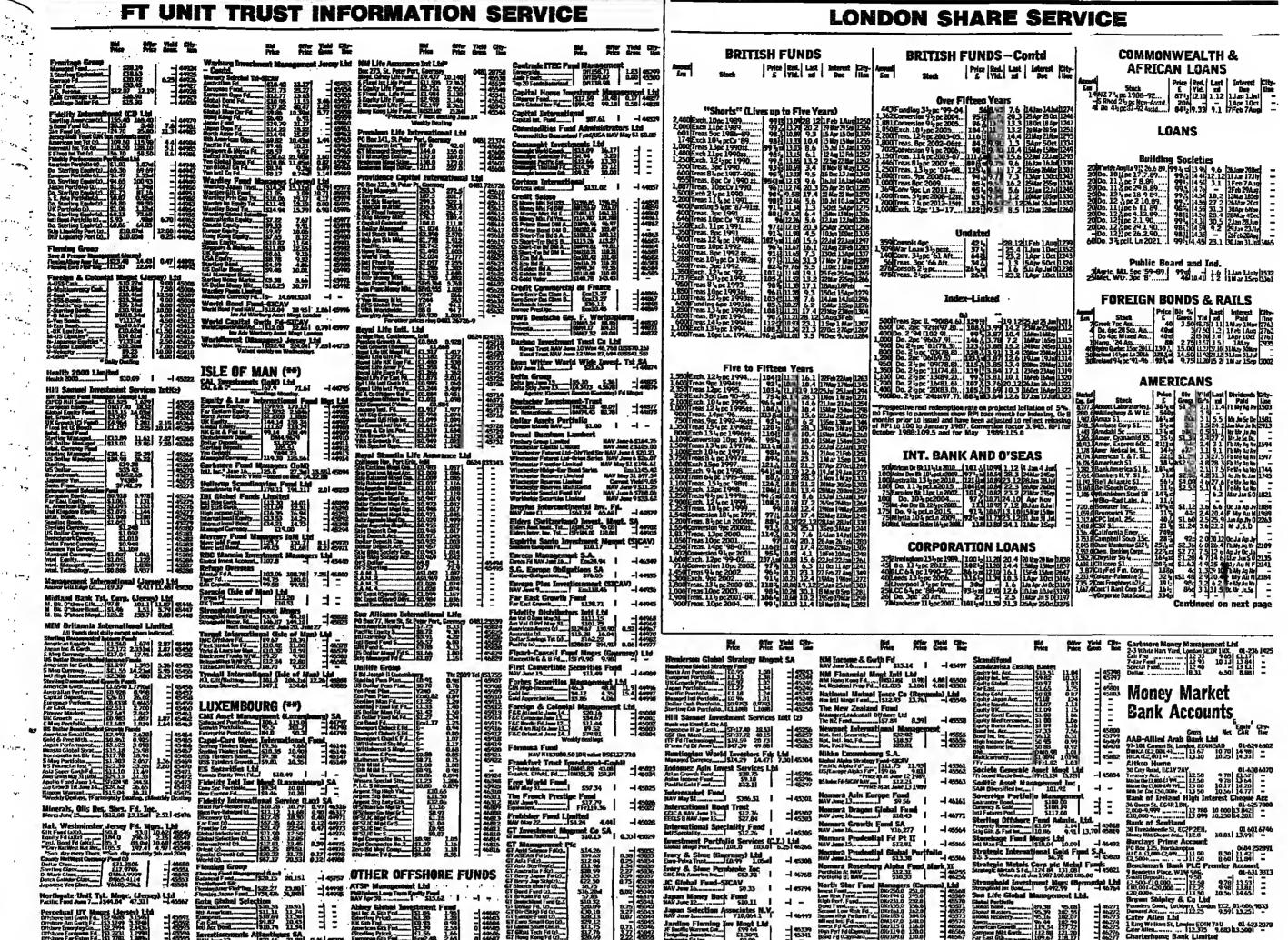
30

Hit Almaned Act         1110.9         116.81         -44751         Deter Generation and Action and Actio	Ob/O Skawila Life Asserance Ca Ltd (2)     Entroped announce (2)     Ob/O Skawila Life Asserance	1046 1152 - 4013 Artistic Franks Fic	Po Bas (250, 32 Peter Part, Gainstey 0481,712)76 Gelance Filiph Internet Fred (Bolly) US Dellar Many	Wil Eastly (Acc) - 5 (1.197) 1.293 0.7 (4748) European Wil Eastly (Acc) - 5 (1.197) 2.273 0.7 (4748) European Bitt Eastly (Bac) - 5 (1.197) 1.446 2.537 0.7 (4746) East Faor	n Fand11.8795 2.0151 0.881 92510 Ha11.6895 0.692 0.221 45512 m77and11.528 4 400 45514 aca0 Fand11.528 4 400 45516 11.5451 4501 0.61 45516 11.5454 450 400 45516 11.5454 450 400 45516 11.5454 450 450 450 450 450 450 450 450 450
UK Managerd Intradium 111.5 - 43432 Suffrager and 145.7 171.9	4 20/71         Frobber Hz, Reton Fer, Sacklansten         0700 334413         Empty Hermitian           4 20/72         Frobber Hz, Reton Fer, Sacklansten         0700 334413         Initian         Initian           4 20/72         Bansed 74 mm         286.4         200 4         - 44002         Frank           4 20/73         Earling Fridam         318.0         326.6         44002         Barting Fridam           4 30/73         Earling Fridam         297.4         273.0         - 44002         Earling Fridam           4 30/75         Earling Fridam         106.3         328.7         - 44002         Earling Fridam           4 30/75         Earling Fridam         106.3         328.7         - 44000         Hernal Link (Fridam           4 30/75         Earling Fridam         106.3         328.7         - 44000         Fridam           4 30/75         Earling Fridam         106.3         328.7         - 44000         Hernal Link (Fridam	WOR ANTS ANTY SFPh Clear Port [1.525 1.606	PO Bas 220, S2 Peter Part, Gairsany 0401,712/76           Gairsan Filiphi Integrational Family (100)00           US Dollar Many	the barry (Acc 3 - 4 - 2 - 1 - 4 - 1 - 3 - 2 - 0 - 1 - 4 - 4 - 1 - 3 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2 - 2	£ Malmaine (61 224 ) 302   0.09   05520
Lapan Equity Initial 113.2 - 43/762 Friti Fixed International 68 2 92.9	- 436.78 Deputs Fd	2762         2772         - 46210         Bir Peter Cri Fam Pr	Wind Carton, Original Strategy         5         49         31.43         401.40         401.00           Mind Carton, Original Strategy         5         21.00         22.00         10.00         400.00           Mind Carton, Original Strategy         5         21.00         22.00         10.00         400.00           Mind Carton, Original Strategy         5         21.00         22.00         10.00         40.00           Mind Carton, Original Strategy         5         21.00         22.00         10.00         40.00           Mind Carton, Original Strategy         5         21.00         22.00         10.00         10.00         10.00           Mind Carton, Original Strategy         5         21.00         22.00         10.00         10.00         10.00           Mind Carton, Original Strategy         5         21.00         22.00         10.00	Partice is (Acc)3 4 Accel 4 (2400 4 252) (2.0000 4 252) Partice is (Acc)3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation Politice is (Accel3 4 Accel 4 (2400 4 252) (2.0000 4 Control 10 Destation (2400 4 252) (2.0000 4 Control 10 Destation (2400 4 252) (2.0000 4 Control 10 Destation (2400 4 Contro	and Initiality. SD 999 1.6537 1.203 45526 Frank Int
Residential Prog Init. 113.2 - 43443 Holey Rold, Amanuary 191. 100.2 Series Equilities Initial. 36.1 - 43444 Internet Amanuary 193.4 372.0	- 436.04 Series Manthesen 101.4 106.7 - Fran Armital Saff Can 455.07 July Lander Manthesen 101.4 106.7 - Fran Armital Saff Can 467.07 July Lander Manthesen 101.4 106.7 - Fran Cantal Tal.	100.4 105.3 44020 Cameras Law & Concessory Ltd 100.2 105.5 44020 Cameras Law & Concessory Ltd 100.0 105.5 44027 148/149 St Operio St, Birminstein B3, 021 200	The 1992 Part		Carriers Mingt (Exercise) 154 Carriers Mingt (Exercise) 154 article 76 3. 515.65 15 81 - 43350 - 433500 - 43350 - 43350 43350 
UK High file Estingt	- 3569 Janan Hote Maniter - 92.9 97.7 Fran Japan & Convret - 3569 UK Inter Meditor - 96.0 104.0 Fran Access Functional - 43690 Exeter Fran Access Functional 		1122         USE status find as         -         -         2.4.1         2.4.8.9         4.4           1232         USE status find         -         -         -         2.2.1         3.4         -	US Dollar Depent	Remnant (Goensey) Limited
Broker Funds         Time	- 35667 Standa Barbs Fund. - 3567 Earlor	101.0 107.3 - 4215 James Campbell & Sen Finnecial Servi	G G G A SLIN Book S- 10.25 10.72 6 1 60 1	UK Equity Fd 3-j 104_17 106,07 110,0913.50	Hangy Fa. 13.027 1.122 45666 d. Spins - CLOD 1.00 - 45867 d. Spins Fd. 13.00 1.05 - 45868 upper Fd. 13.00 1.05 - 45868
Int Butanere 10.5 17 Pacific Grouth	- 3540 Julian and The Line 1004 1073 - Grand Line 1004 1073 - Grand Line 1004 1074 - Grand Line 1004 1073 - Grand Line 1004 1073 - Grand Line 1004 1073 - Sem Line of Caesa 1074 1073 - Sem Line of Caesa 1074 1073 - Sem Line of Caesa 1074 1075 - Sem Line of Caesa 1075 - Sem Line of	COLUMNITS IN FILM, LINKING WELA SAL BLANN	Classi Country Sand I Co. 1756 18 41 11 (SUBSEL)		International (Goernsey) Ltd
Ur Equity Acc. 117 5 229.5 - 43454 American Growth	43700         Massawing, Linger and Linger (1973)         -         -         South Provide		Gon James & Part Fel 5- 68,08 73,210,59 European Fond	Englin Star Inti-Global Assets Fund Manuscol P0 Ben 101, Domias, IoM Dis24 061100 UK Engly	easony Securities Final Ltd "Same Same Street" \$700 - 15 - 15 - 45903 ************************************
Mone Acc	43706 Earliere Core	2949 2756 - 4656 Managar (48 Fd	Baket Technology Fran, 5- 22.32 23.8510.429471111     All offer prices quoted inclusive of 4%, initial clusing      escape GFW Magazy Fends. Comm. 525 each and bid     to offer Ion 4%,	Enropent Epidy	ton Fd Mours (Speraser) Ltd
Jaran E Quiter Acc. 231.3 246 2 - 46761 European	- 47708 Forms Garret 694 84.6	First Financial FLC		Starting Cardinary Company         S-107 2-107 10         Yanaanick           Design Strategy Company         S-107 2-07 107 129 -         Yanaanick           Stip Logid Acrest         S-0.77 1.07 129 -         Yanaa Mer           Stip Logid Acrest         S-1.42 2-07 1.07 129 -         Yanaa Mer           Stip Logid Acrest         S-1.42 2-07 1.07 129 -         Yanaa Mer           Jana Yo Logid Acrest         -         1.42 2-05 1.00 -         Yanaa Mer           Jana Yo Logid Acrest         -         1.42 2-05 1.00 -         Yanaa Mer           Torret Logid Acrest         -         1.42 2-05 1.00 -         Yanaa Mer <td>bi Capital Margint (Garmsey) Lid ta Greet</td>	bi Capital Margint (Garmsey) Lid ta Greet
Europsie Acc	40751 International Bond	1112 50.6 - 4233 9 Hord Andry St. Linden, WJY 1975 01-913 200.7 2113 - 4223 Printer Findam W-1470 150.6 - 44 131.0 154 0 - 4425 The Fitzgrade Group 132.7 160 - 4425 The Fitzgrade Group	ENWAG Bord - 35 050 24 2 250	24-25 Rive Joint, 1-Annagie 1-1146 Lunconhourg	
UK From Proc Coo Mar. 113 54 44410 Denver Managed 11435 1511 int Environmarka. 553 583 44410 Denver Managed 11435 1511 int Managed Acc. 553 583 44411 Denver Managed 11435 1552 Great Provide Funds	- 47779 Special Sits	Sing Jills	MD         Py         Data BA, Generative         Carton         Carton <thcarton< th="">         Carton         Car</thcarton<>		SEY (**) risk Fund, Managers (CD 14d .
Find Interest Acc. 501 1 516 6 - 43474 Grant Statistics 53 5 74 4 Junsyet Acc. 112 7 125 1 - 43474 Grant Statistics 135 5 14 4 Provideni Lifn Assoc Ltd	- 3750 American Serie (57. 109 1 134 8 - 46032 Gal Pan Latin FAAL - 3751 Cantan - 2251 236.9 - 46034 Sharpen Panti Cat. - 3751 Cantan - 2251 236.9 - 46034 Sharpen Panti Cat. - 3755 Convertible - 174 0 134.0 - 46035 Sharpen to Cat. - 4755 Gerenan - 149.2 132.8 - 460.5 Sharpen to Cat. - 4755 Financial - 195.2 177 8 - 46037 Sharpen to Cat. - 47755 Financial - 102.5 107 8 - 46037 Sharpen to Cat.	1010 1631 - 44253 Safager Fast	249 TMMAG Monty - 15 CS5.8 25 28 26.16 LNMA 16 Monty - 15 CS5.8 25 28 26.16 LNMA 16 Monty - 15 CS5.8 2028 3124 0.57 FT Ban back of the - 15 White 40.09 50 817 77 Lorder Starting - 0128.77 20.76 72 77	First American Territory         2         11.72         12.47         Jacan Territory         Jaca Territory         Jac	Final         Managers         NCD         List           Several F.         523 (State         44600         44600           Several F.         523 (State         46500         46500           Several F.         523 (State         45500         45500           Several F.         523 (State         -         -
Equity First 253 1 246 91 - 43477 Pictures, Longelut 119 2 425 4 Inter-vitorul Fri 157 4 165 31 - 43478 Heritage Minet Bond, 177 9 185 2 7 rote Internal Fri 157 4 165 31 - 43478 Dia Guon Minet Bond, 177 9 185 2	43761 Income & Growth	SUPARCE Lby Hit International 95.0 100.0 - 4	M. MIMAS Many - 5 A220 23 45 24 27 1 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4 4	off         initial sention	Algerat (Jersey) Ltd
Precurity Trans         111         213         225         4         4 5600         Gene Substrate Fail         1121         1106         1107         1141         4 5600         Gene Substrate Fail         1101         1003         1003         1006		200 9 374 9 44238 Handbackerter Finanziela Services GCY7 13 445 1 4513 - 44270 Historie Handbackerter Finanziela Services GCY7 13 607 1 808 5 - 44270 Historie Handbackerter 10 126 9 4 1714 9 126 9 46270 Historie Handbackerter 10 126 9 4	Converti S Nameire - 4522.99 23.99 24.94/9.34 54 774 Readerson Administration (Guernary) 786 P0 Sox 255, Secrety 109.34 9.34 9.56 478 Silk Ford	Drory of Singe (Lincembourg) SA US Dellar. 18 Bhel Royal, L-2449 Lincembourg 010 352 4703031 Starting.	Structure         Structure <t< td=""></t<>
		142 7 The all states NFS Box in Mad	174 179 Lespold Jeseth Facts Minput (Gaernsey) Litt 170 Po Soc 244, St Peter Pert, Generary 0451 712771 171 Jacobs Peter Pert, Generary 0451 712771 174 Standard Peter Pert, Generary 0451 712771	Calland Car Perticitie         b         2.1272         2.2311         POD07         Delate/di- trail March           March States	Stratt Ly         45704           Stratt Ly         6.53
5.4 F Balanced 116.3 - Reyal Life (Unit Linked Assurance) Life 5.4 F Balanced 116.3 - Manager Fund (254.7 268.0)	41743         Browert         2110         2251         -44042         Ministri Active View           41740         Basalte Comparise.         1222         1228         -44042         Ministri Active View           41740         Basalte Comparise.         1222         1228         -44042         Ministri Active View           41740         Basalte Comparise.         1222         1228         -44044         Description Active View           41004         Managed Comparise.         1221         -44044         Description Active View           41004         Managed Comparise.         1932         1231         -44044         Description Active View           4110         1221         1930         -44044         Active View         Active View           81110         1221         1930         -44044         Active View         Active View           81110         1221         1930         -44044         Active View         Active View           81110         1221         1930         1939         -44044         Active View           42000         Earopau         11721         1930         1939         -44051         Active View           43000         Earopau         11221         1930 <td< td=""><td>Solid         Solid         <th< td=""><td>177 Detter PH 05 04 025 04 026</td><td>IN Courts of Income 5 - 1.140 3.21 - 45315 Surray GLA Particles 5 - 0.994 1.0300 - 45315 Bailer Sean Partities 5 - 2.000 2.1001 - 45315 Barryany Pa Cales Base Partities 5 - 2.000 2.1001 - 45315 Surray Pa</td><td>Inti Fands</td></th<></td></td<>	Solid         Solid <th< td=""><td>177 Detter PH 05 04 025 04 026</td><td>IN Courts of Income 5 - 1.140 3.21 - 45315 Surray GLA Particles 5 - 0.994 1.0300 - 45315 Bailer Sean Partities 5 - 2.000 2.1001 - 45315 Barryany Pa Cales Base Partities 5 - 2.000 2.1001 - 45315 Surray Pa</td><td>Inti Fands</td></th<>	177 Detter PH 05 04 025 04 026	IN Courts of Income 5 - 1.140 3.21 - 45315 Surray GLA Particles 5 - 0.994 1.0300 - 45315 Bailer Sean Partities 5 - 2.000 2.1001 - 45315 Barryany Pa Cales Base Partities 5 - 2.000 2.1001 - 45315 Surray Pa	Inti Fands
Provident Matual Life Assc. Assc. Property Fund	-45000         American Set Opp	Soc.         Style	453 Savis Franc	Dollar Partiello	13.01 47719 577.00 8.001 47719 477.0 8.001 47719 477.0 1044,77 5.20 44729 477.21 47721 477.21 47721 477.22 47721
Int- Linked Gill Grd. 137 1 144 3 - 43488 Enter 1477 Ave. 1367 8	-3811.6         Gridball we's Gonth	1011 TAS 1011 - 44284 Johnson Fry Financial Services Ltd 1011 - 1011 - 44286 Deterith 20 Rever St. Ltd Swill er, 81-690 1012 - 44280 Deterith 20 Rever St. Ltd Swill er, 81-690 1012 - 4239 Jr. Man Machine, 1371 - 1351 - 1351	Ka Tar East (5" and 5(20.71 20.71 21.85(2.26)(6393	12. Another & La Garet L-16.11. Locatabasery 352 469 06.1 Manager Kill Note V Fund Fund State (Constraint) Sector (Constraint	Michanicasi 1521 47 25741 - 44/55 10 400 0 422 10.8 44724 10 4075 0 4022 10.8 44725 10 44725 10 44725 10 44727 10 4 10 4
Overver, (autrillen) 235 8 248 2 - 4 3493 Exemptient Frazz, 536 2 358 1 Protective Ord 204 1 210 - 43493 Exemptient Frazz, 536 3 Protective Ind 104 2 172 8 - 43493 Exemption 74 Acc., 127 1 349 5 Find protective Ord 117 6 134 9 - 43493 Exemption Money 74 Acc., 132 9 192 5	- 43022         bit Prior Interest	Addition         Johnson         Fry         Financial         Services         List           Villa         Johnson         Fry         Financial         Services         List         Services         Ser		Alpha European Euro_ 1.10  0.00 4,704 Nerth Am E Gold Share \$- 0.95  0.00 44,793 North Am E	11
and a state to a state Bantil bie Change of		1013         2017         4070 <td< td=""><td>UK Action</td><td>Starting Sand         6-         97.23         7.75 (sorme         European           Distribution         55 (sorme         5.20 (sorme         European         European           Distribution         55 (sorme         5.20 (sorme         Sorting to the sorten of the sorten</td><td>witrand. (51055 0.111) 10 44734 Siplay Fund Mant (CD Lite av(0,1)) (51.05 9.95) 10.01 44735</td></td<>	UK Action	Starting Sand         6-         97.23         7.75 (sorme         European           Distribution         55 (sorme         5.20 (sorme         European         European           Distribution         55 (sorme         5.20 (sorme         Sorting to the sorten of the sorten	witrand. (51055 0.111) 10 44734 Siplay Fund Mant (CD Lite av(0,1)) (51.05 9.95) 10.01 44735
Depositi Urit         141.7         131.7         143.47         Murrit Automation and and a start and start and a start and st	- 42130 Receiver	1443         177.2         44500         KW Altauy         115.0         121.1         44           121.3         136.8         44000         KW Altauy         106.4         101.3         44           127.3         136.8         44000         KW Orega         106.4         111.3         44           127.3         136.8         -44001         KW Orega         103.3         100.2         44           100.4         137.4         -44001         KW Orega         103.3         100.2         44           100.4         11.3         -44000         KW GRL         100.2         105.1         44           100.4         100.4         KW Interferon 3         100.2         105.5         -44           70040		Serving Resorts	htplay Fund Manut (CD Ltd (au)Caip). (2) 67 9 10(a)/
Company to the Avenue and	- 4303 income and cases - 4403 income and cas	11280.0 11377 44265 R0 277 110.2 110.2 110.2 140.2	Sector         Australia         France         Ltd           Soli         Loryske Janti Misserry Marriant, France Ltd         Soli         Soli <td< td=""><td></td><td>ten Investment Management (11) ( man</td></td<>		ten Investment Management (11) ( man
Property Ord         246 7         256 7         -         4 5506         Ginbut Equity         -         31.7         46 8         7           Property Inst         146 4         208 8         -         43507         Ginbut Equity         -         31.7         46 9           Property Inst         146 4         208 8         -         43508         Fund Instance         51.0         53.7         46 9           Three Interval that         146 4         208 8         -         43508         Fund Instance         51.6         54.1           Three Interval that         166 2         177.8         -         43509         Tured Interval         55.1         61.2           Deponent Interval         149 2         137.1         -         43511         Magaged         56.3         57.2	- 3025         Eriz Mecone         211.6         222.9         - 44002         Yeado United No. 7           - 43025         Periverse and Cit	CHAPT         ST.PT         -44300         KW MAX         ST.PT         -44300           CHAPT         ST.PT         -44300         KW MAX         ST.PT         -44301           CHAPT         147.16         -44304         KW MAX         ST.PT         -44304           CHAPT         147.16         -44304         KW MAX         ST.PT         -44304           CHAPT         14304         -44304         KW MAX         ST.PT         -44304           CHAPT         14304         -44304         KW MAX         ST.PT         104.3         -44304           CHAPT         14304         -44304         KW MAX         ST.PT         106.4         -44304           CHAPT         14304         -44304         KW MAX         ST.PT         106.5         111.3         -44304           CHAPT         14004         ST.PT         140.5         ST.PT         -44304           CHAPT         14004         ST.PT         140.5         ST.PT         -44304           CHAP         14004         ST.PT         140.5         111.6         -44304           CHAP         14004         ST.PT         111.6         111.6         111.7         -44304	500         Schwarzski martin         641         57 6077         5.76 6506           501         Schwarzski martin         641         57 607         5.76 6506           502         Frank France         FFP-         117 1966         7.60 6406           1         Schwarzski martin         FFP-         117 1966         7.60 6406           1         Schwarzski martin         FFP-         117 1966         7.60 6406           1         Schwarzski martin         FFP-         117 1966         7.60 6406           3         Schwarzski martin         FFP-         117 1967         12 146470           3         Schwarzski martin         FFP-         5.4601         5.746741           500         Schwarzski martin         FFP-         5.4601         5.746741<	SWITZERLAND (SIB RECOGNISED)	CED 1.14 "Citifunds" * Jame 19 DM24.973  44834 * Jame 19 DM24.973  44834
Productiviti         Astroname Co.         Construction	- 40255         Saulter Grünzer         554,7         - 40255         Saulter Grünzer         554,7         - 40255         Saulter Grünzer         - 40255         Saulter Grünzer         - 40255         Saulter Grünzer         - 40255         Fixed Int.         - 40255         Saulter Grünzer         - 40255         Fixed Int.         - 40257         Fixed Int. <td>April 1         April 1         April 2         <t< td=""><td></td><td>B.LA. Bond Investments AG Personal Version 1998 AG Personal Version 2017 BO Starting Jun Section 2017 BO Starting Jun Section 2017 BO Starting Jun Jun Jun Jun Jun Jun Jun Jun Jun Jun</td><td>(C2)         Ltal         Cittinands*           mdi         DM224 973         -         44834           istar 10         100000         100000         -         44834           istar 10         515 334         -         44834         -         44834           istar 10         515 334         -         44839         -         44839           istar 10         515 334         -         44839         -         44839           istar 10         512 344         -         44839         -         44841           istar 10         513 444         -         44842         -         44842           istar 10         510 490         -         44842         -         44842           istar 10         510 495         -         44842         -         44842           istar 10         510 495         -         44850         -         44850</td></t<></td>	April 1         April 1         April 2         April 2 <t< td=""><td></td><td>B.LA. Bond Investments AG Personal Version 1998 AG Personal Version 2017 BO Starting Jun Section 2017 BO Starting Jun Section 2017 BO Starting Jun Jun Jun Jun Jun Jun Jun Jun Jun Jun</td><td>(C2)         Ltal         Cittinands*           mdi         DM224 973         -         44834           istar 10         100000         100000         -         44834           istar 10         515 334         -         44834         -         44834           istar 10         515 334         -         44839         -         44839           istar 10         515 334         -         44839         -         44839           istar 10         512 344         -         44839         -         44841           istar 10         513 444         -         44842         -         44842           istar 10         510 490         -         44842         -         44842           istar 10         510 495         -         44842         -         44842           istar 10         510 495         -         44850         -         44850</td></t<>		B.LA. Bond Investments AG Personal Version 1998 AG Personal Version 2017 BO Starting Jun Section 2017 BO Starting Jun Section 2017 BO Starting Jun	(C2)         Ltal         Cittinands*           mdi         DM224 973         -         44834           istar 10         100000         100000         -         44834           istar 10         515 334         -         44834         -         44834           istar 10         515 334         -         44839         -         44839           istar 10         515 334         -         44839         -         44839           istar 10         512 344         -         44839         -         44841           istar 10         513 444         -         44842         -         44842           istar 10         510 490         -         44842         -         44842           istar 10         510 495         -         44842         -         44842           istar 10         510 495         -         44850         -         44850
Purdent Manager June 14         1238 7         248 71         -1 43512         Status 74         -1 43512         -1 44553         Status 74         -1 43512         -1 44553         Status 74         -1 43512         -1 44553         -1 44553         -1 44553         -1 44553         -1 44553         -1 44553         -1 136         -1 44553         -1 136         -1 136         -1 44553         -1 136         -1 136         -1 44553         -1 136         -1 136         -1 44553         -1 136         -1 136         -1 44553         -1 136         -1 136         -1 136         -1 136         -1 136         -1 136         -1 136         -1 136         -1 136         -1 136         -1 136         -1 136         -1 136         -1 136         -1 136	Global Inc & Growth 142.0 350.3 - 44091 - 44091 - 44091 - 45091 - 4	Image: SPID INT         OSC4 String         CW 40arr 2         III.2         I	Prelific Laternations Magnet Ltd Po See 298, 29 Peter Port, Surgerst Ltd See 298, 29 Peter Port, Surgerst 122010 535 - See 200 Peter Port, Surgerst 122010 535 - We Came & Bent - 5 We Came & Bent - 5 We Came & Bent - 5 F - 70.11 10.545.48 - We Came & Bent - 5 F - 70.21 10.545.48 -	GUERNSEY (**)	Bit 036
Easter	Albert Jahrs Treet State 21.2 255.4 Albert State Ford Albert State Special States		W Cant & Beel	He Gifer Yieh Gip- Japan Egut Price Price Gress Hite Brogen Bail He Boots Adams & Nertile Fland Mant (Generaser) Ltd US En Mith	1 mm 10
Hollaum Series II Life Funds LiceNet 1 504 1 500 7 - 43513 MISINF Fund Example 1 10146 1086 0 - 43514 MISINF Fund Example 1 10146 1086 0 - 43314 MISINF Fund International 1 92 7 331 - 43555 Windowsky dealings	- 43853 American Smaller Co	ance Ce Lide Witebarron L	500 Po Bar 242, St Peter Part, Grammy 0481, 7713 90 Annaha Ma 64 469 4,659 8,0621, 9744 90 Kanaha Ma 658 182-11 87 521, 2744 90 Kanaha Ma 64 420 9,4713,8752,2744 90 Santi di Ora, 44 20 9,4714,9752,2744	Adams & Nertie Frank Margt (Governser) Lite US Service Writers and Franke (LIP) - 14014 US Service Notions Bar (Falke, SI, 49 1.98) - 44614 US En Tech Notions Exp Falke, SI, 49 1.98 - 44615 Broke Frank Notions Exp Falke, SI, 49 1.98 - 44615 Broke Frank Notions Exp Falke, SI, 49 1.98 - 44615 Broke Frank	
7. vod mil	Annard British 175.8 185.8 44100 Banest	Alto Colorary, Beds Archery, Beds Archery, B293 394000 43 Herbird Suret, WJY 7TF 105.5 35.12 - 44317 Recommend Photo. 102.7 23.9 44317 Photometric Provide Theory 102.7 23.9 44319 Erriste Securitor. 102.8 64.0 - 44329 Privat Perticiped	OCR. L	Aleftent Infil Assurrance (Bernnulta) Litel Gillica Bond Exchange rate at Valuation Day USSL 5050 HY 8 (A) Jun Journedity (S	1 den 19 (112478 - 44853 4 den 19 (1125) 11.267 - 44853 36.59
Bornin aller Lan         172 5         49531         711ed Interest	-242 3123         Status Revenuer Userbriefes Pauls	2007 316 6 - 44 321 1761 1875 - 44 322 M & E Financial Management Pic 3436 3617 - 44323 Regilter Sources S. Longe Court 400 1874 1142 - 44323 Regilter Sources S. Longe Court 400 1874 1142 - 44323 Regilter State and State 1144 (1998)	0281 014	Inversionals (S)	ndet Garany Find Life 
Hurberd Starrey Comm 112 9 118 91 -14323 Cash Starrey Common 129 01 196 1 Prudential Halkaro Prosients Ltd Inter Linker Citi	- 3057         Child From France         V00         114.6         - 46425         Interview           - 3059         General         IG6.6         114.3         - 46425         Diportil           - 3059         General         IG6.6         114.3         - 46425         Allacased Property           - 3050         General         IG6.6         IL4.3         - 46425         Allacased Property           - 43040         Global Income         97.2         IG2.3         -         Wattenide Income           - 43040         Global Income         97.2         IG2.3         -         Wattenide Income           - 43040         Lass effer Sciencial         101.4         IG2.3         -         Wattenide Income           - 42040         Lass effer Sciencial         102.4         IG2.3         -         Wattenide Income           - 42040         Lass effer Sciencial         103.4         IG2.3         -         Wattenide Income           - 42040         Lass effer Sciencial         104.6         44435         Anterizital.         -           - 43040         Sciencial         102.9         127.4         -         46435         Generalial.           - 43040         Scienciencial         IIG2.2	2007         316 0         -44 021         #6 E. Financial Management Pic           1376.1         157.5         -44 021         #6 E. Financial Management Pic           1376.5         167.7         -44 021         #6 E. Financial Management Pic           1376.4         167.7         -44 021         #6 E. Financial Management Pic           1374.5         142.7         -44 020         #6 E. Financial Management Pic           1374.5         142.7         -44 020         #6 E. Financial Management Pic           1374.5         140.7         #4 020         #6 E. Financial Management Pic         -44 020           271.5         29.0         -44 020         #6 E. Financial Management Pic         -44 020           271.5         29.0         -44 020         #6 E. Financial Management Pic         -44 020           271.5         29.0         -44 020         #6 E. Financial Management Pic         -44 020           100.9         114.7         -44 020         #6 E. Financial Management Pic         -44 020           101.9         114.7         -44 020         #6 E. Financial Management Pic         -44 020           113.5         77.4         -44 020         #6 E. Financial Management Pic         -44 020           113.5         77.4         -44 020 </td <td></td> <td>Alternative Contract State Sta</td> <td>White Income Fund EU0.4 10 65751 4.501 44895 Ner price Activities She prelim, charge</td>		Alternative Contract State Sta	White Income Fund EU0.4 10 65751 4.501 44895 Ner price Activities She prelim, charge
Closhi Equily	Appos         Provide	135 774 -4433 Mill Struck Parfold -1331 1960 -44 2558 22721 -44332 Mill Inger Parfold -138 798 -44 2722 2866 -44333 Mill Park Carl Parfold -138 798 -44 2722 3866 -44333 Mill Park Struck Parfold -144	211 DOINI PL	Techne Enlargeten (S) . 51,255 1525 - 440,55 00,	Statutiz 700
Can         Store         Store         Table         Table         Store         S	4 2023         Income and Growth	1440     132.5]     -44314     IVW INT Conversion 2.1106.2     11331       1644.5     470.4]     -144315     IVW END Conversion 2.1106.2     11331       1644.5     470.4]     -144315     IVW END Conversion 2.1106.2     11331       1644.5     470.4]     -144315     IVW END Conversion 2.1106.2     11331       1644.5     114.6     -44315     IVW END Conversion 2.1106.2     1111       1644.5     114.6     -44316     IVW END Conversion 2.1106.2     110.6       1645.5     114.7     -44316     IVW END Conversion 2.100.2     100.0       1645.5     121.6     -44316     France Securities     102.7       170.5     121.6     -44326     France Securities     102.7       121.6     -44326     France Securities     102.7     -44317       121.6     -44326     France Securities     100.3     116.1     -44317       121.6     -44327     Math Ref Ref Am Fellow     102.3     144.1     -44327       121.6     -44327     Math Ref Ref Am Fellow     102.3     144.1       121.4     144.2     -44327     Math Ref Local Lings     122.3     122.3       121.4     -44327     Math Ref Local Lings     122.3     122.3     122.4       121.4 <td>UK Lawy instance         2         2011         1014 5.48           Pattacklif Asset Management (CD Ltd         500         70 86 7.22         501         70 11         71 1           S00         70 86 7.22         501         70 11         1014 5.48         71 1           S00         70 86 7.22         50 10         651 407 4.407 8 0.02 11         71 1         71 1           S00         70 86 7.22         50 10         651 407 4.407 8 0.02 11         71 1         71 1           S01         70 58 7.22         50 10         651 407 4.407 8 0.02 11         71 1         71 1         71 1           S01         70 58 7.22         50 10         60 10         61 11         71 11         71 11         71 1         71 1           S01         70 58 7.01         70 11         71 11</td> <td>Bits and Lear Co.         20:77         1.031         46314         Burd Field           WE has Left Assurance (Dermuska) List         Callad Strate Assurance (Dermuska) List</td> <td>er Price Inclusies 5 % /n initial Charge i International Alingt Ling Prime Inc Inv Co Lip NAV Inc. 10 Control</td>	UK Lawy instance         2         2011         1014 5.48           Pattacklif Asset Management (CD Ltd         500         70 86 7.22         501         70 11         71 1           S00         70 86 7.22         501         70 11         1014 5.48         71 1           S00         70 86 7.22         50 10         651 407 4.407 8 0.02 11         71 1         71 1           S00         70 86 7.22         50 10         651 407 4.407 8 0.02 11         71 1         71 1           S01         70 58 7.22         50 10         651 407 4.407 8 0.02 11         71 1         71 1         71 1           S01         70 58 7.22         50 10         60 10         61 11         71 11         71 11         71 1         71 1           S01         70 58 7.01         70 11         71 11	Bits and Lear Co.         20:77         1.031         46314         Burd Field           WE has Left Assurance (Dermuska) List         Callad Strate Assurance (Dermuska) List	er Price Inclusies 5 % /n initial Charge i International Alingt Ling Prime Inc Inv Co Lip NAV Inc. 10 Control
European	15877 Grai British Garmanies. 1873 19711 - 44112 Rasherikii Pripery.	191.2 96.01 -144546 1997 1997 1997 1997 1997 1997 1997 199	27 COL MA 425	IX Prometry (1	k International Hayt Ltd Prime inc hur Ca Ltd NAV Aug 16 (511) 87 Prime inc hur Ca Ltd NAV Jam 16 (551) 87 Prime inc hur Ca Ltd NAV Jam 16 (551) 82 d to reflect enorcing of all Wirts (512,42 USS9,96

160.1 160.2 160.0 160.0

7

· · ·



31

		Gota Glabal Selection International 310.33 (0.91) Nth American	Abbry Glabat Investment Fund	GT Devestional Fand (2.2. \$10.32 - 450 GT Deviser Fd. (2	Japan Selection Associates N.V. NAV June Learning 1 910,064 1 1 -1464	Aligh Porf, Fundammen         DN/231.0         232.0         -         4557           Bond Fixed         DKr155,0         156.8         -         4557           Socouti Low Risk Fid., DKr161,0         162.0         -         4557           99         Secouti High Perform Fid.         DKr161,0         164.0         -         4557	0 Elakal Pertiletie 1 Elokat Boot, mentanii 89,38 95,08 - 4627 2 Elokat Masterianii 95,39 102,55 - 4627	Proven Science Lothery, London EC2, 01-666, 4833 Privaters Court, Lothery, London EC2, 01-666, 4833 Period Accur, Lothery, 12-25 Period Accur, 12-25
	Peroclusi UT lines: (Jersey) Ltd 45577 01:5xxc1ml (Jurh Fa. 15:7453 31355 01:5xxc1ml (Jurh Fa. 15:7453 31355 01:5xxc1ml (Jurh Fa. 15:7453 41574 41574 01:5xxc1mml Fa. 15:7474 12:7454 415755 01:5xxc1ml Fa. 15:7474 12:7574 42575 01:5xxc1 (Jersen Fa. 15:12:742 12:7574 42575	Far East 99.87 10.43	Starrium Price	GT Deliser A. Lo.         S20.07         S20.07           GT Deliser A. Lo.         S20.07         S27.07           GT Deliser A. Lo.         S20.07         S20.07           GT Homp Kong Fd G. Co         S20.77         S20.07           GT Homp Kong Fd G. Co         S20.09         2.22         S20.07           GT Homp Kong Fd G. Co         S20.09         2.22         S20.07	A NAV June Lawrence 1 Y10,054 1 -4644 Jardine Fleming Inv Mogt Ltd JF Pacific Warms Cot., 19964 - 4533	Second Low Bisk Fd., Diversity 1, 52.01         -455           Scound How Bisk Fd., Diversity 0, 540.0.         -455           Millerd Intil Fd., marrian         690147.0         384.0.         -455           Intert Frid Company, marrian         690147.0         146.0.         -455           Pierre Frid Company, marrian         090115.0         116.0.         -455           Pierre Frid Company, marrian         090119.0         120.0.         -455           Miland Frid Company, marrian         090119.0         120.0.         -455           Miland Frid Company, marrian         090119.0         120.0.         -455	5 Global Hecovery	Cater Allen Lbd 1 King William St, London EC4W 7aU 01-623 2070 Cater Allen
	Citristicare Europeane Fel., 151,22231, 1,2998 == 455995 Diffisione Fair Estim Fel., 151,29982, 1,3895, == 45595 Ottoberg UK Growth Fel., 151,29982, 1,32753 == 145596	Investissements Atlantiques SA NAV June 12	26 European 6th Fel 61.56 1.66 - 44606 26 European 6th Fel 6cs2.48 2.63 0 44607 Charling Price	61 Hote Philer (uttra) in: 1 59.24 - 450	Sardine Flexing Inv Magt List         4937           Fredic Warmst Cat         Fredic Warmst Cat         Fredic Warmst Cat           Fredic Jacob In         Fredic Jacob In         Fredic Jacob In           Biotoccia Fei Inc         50.99         4534           Biotoccia Fei Inc         50.99         4534	Image of information         Image of information         Image of information           Image of information         Image of information         Image of information         Image of information           Image of Fit (Caymand)         Image of information         Image of information         Image of information         Image of information           Image of Fit (Caymand)         Image of information         Image of information <td>6 Common Mitt Garthan 112 88 121,20 - 4627 7 Far East Gubannan 109,67 116,17 - 4627 8 Japan 108,18 111,60 - 4627 9 NK Growthamma 108,18 111,60 - 4627</td> <td>Chartechows Rank Limited</td>	6 Common Mitt Garthan 112 88 121,20 - 4627 7 Far East Gubannan 109,67 116,17 - 4627 8 Japan 108,18 111,60 - 4627 9 NK Growthamma 108,18 111,60 - 4627	Chartechows Rank Limited
	Prodential Intl Financial Services Ltd	Lieves Back Locansharing Int County	Control Control         Control	G Las Saiderbirghan 1. Still 16 - 450 G That the Gold Bank 0. SS. 12 - 4500 GT Mather Roll and 0. SS. 12 - 4500 GT Said Balk Roll at 0. SS. 13 - 130 GT Said Balk Roll at 0. SS. 13 - 130 GT Said Balk Port (0		Norway Fund Magagement A/S	c/o Protectiol-Rache Capital Familian (Frantier) Ltd	7         Characterinesistic Data Carling         Classical Carling         01-24844000           9         Sterling
	670841L 6 Manual 177.3 207.41 W.WI 40043	Remarks Dariffe Funde S.A. Law	Adle Investment	Gradie unit calification         307 1/2         1 200 2000           Gradie unit calification         309 39         767 8000           Gradie Unit unit         309 39         767 8000           Gradie Unit unit         308 20         11.255 4000           Gradie Unit unit         308 20         11.255 4000           Gradie Unit unit         308 20         11.255 4000           Gradie Unit unit unit unit unit unit unit unit u	13 JF Japan Tech T3	SM Norway Gth Fel.,176.04 70.881 3.841 4551 70 Oppenheimer Maxaged Assets Cp 81 European Managed,	Taiwan (ROC) Food	
1.11	Royal Trust Fd Monet CCD Ltd Dollar Inc Fd	Security Pacific Gladuit Package	Adverta0422.74 23.42 - 446.17 Adverta042320 180.85 - 446.18 Pondak0446.18 0446.20 Pandak0446.20 Di469.50 73.65 - 4446.20	67 Fechnology Fdi2)	Ho         JF Pacific for Tsitz)	1 Pacific Managed	Giotal Inc Jane 15 1510.17 10.831	51 Martine His, Haomersonita Grove Wo 01-741 4941. Hoory Rischet Plaa 22,004,524,999,
	Sterling Bond Fdt	US Cost Securities Port. 120,14 10 22al Security Pacific Manage North Manage 9,75al	AEtma, Federated Inti Mages (Loc) SA AEtma Federated Inti Unitedia Fand	GW Investment Nagant Ltd GW Generated Futures Ltd—Series 1 Nav May 31 \$10.3	JF Philippine Tst	Conditer Salaryas Ltd	Lioyds Bank Fand Mager (Gaurasay) Lint RAV June 9	Civilezdale Bank PLC 3 30 St Vincent Place Elegiow G1 2111 041 248 7070
		Clobal Margard	County County	Gala Corrency Hodge Francis Gala Hodge 1	- H Continental Carolici 157 30 256 - 4533	6 Orbites Growth Fund. 54 0012 44013 - 4555 7 Orbites Nat Res Fa	2 The Thai Prime Fund Limited RAV June 9 \$11.87   -  -	3 30 52 Vincent Place Glassor G1 2HL 0 61 248 7070 10 000 - 10 999
	Royal Trust Infi Fd Mongt Lini Swriter Fai in Luit	Land Sharts SFr2.92 - 4657	72         Animetican Emetry         55,77.         0,62         46209           73         Animetican Emetry         55,77.         0,62         46209           74         Animetican Emetry         55,77.         0,62         46209           74         Animetican Emetry         55,77.         0,62         46209           75         Enropene Emetry         55,78.         0,64         46209           76         Enropene Emetry         55,78.         0,64         46223           76         Enropene Emetry         55,78.         0,11         46223           77         ØKEmetry         55,68.         1,77         46224	Garimore Fd Magrs (Far East) Ltd Anstralia Tst June 12. 53,840 4,125 - 4500 Japan Fd June 12	20         JF Financiani Tritzi         112 56         1.77         -4576           JF Financiani Dami Yu         310.66         112.46         -4676           JF Financia Ran Fa	SPFC Internati Portfelig Fd Magt Ltd	The Thailand Fund NAV June 15 Balt 621, 786.2010R value US\$23,891.80 The Thailand Growth Fund (2,006)F	Lo-oderative Bank Ind Ther
	Save & Pressee International	Seath Farmers DECUT		L. American Tat. June 14. 150.610 52.625 - 4500 bril, Bened Fd June 15., 510.980 11.560 6.92 4500 Pocifik Tit. June 16 8638.805 19.365 - 4500	A if a tar is its f if a tar is f if a tar	5 PFC Internati Portfolio Fd Magt Ltd 25 octable Growth Fd	7 NAV June 9 USS12.42 7 The Thailand Inti Fund Ltd	78-00 Contailli EC3 01-626 6543 61,000-62,447
	Sterling Departi	Target International Ltd Inti Growth Fa	American inc & Gorth	Bartmore Fd Hangs: (Far East) Ltd         Association         Association <tha< td=""><td>0 Dathy Dealing Weekly Dealing</td><td>PRS International PRS Value Fd \$994.35   -  4550</td><td>Fidnity International Ltd s13.75   -  - MAY June 9</td><td>Dartington &amp; Co Ltd 10 The Crescon, Physical PL1 348 0752 673873 Monry Mitt Accurate 112:50 9.78 13:531 -</td></tha<>	0 Dathy Dealing Weekly Dealing	PRS International PRS Value Fd \$994.35   -  4550	Fidnity International Ltd s13.75   -  - MAY June 9	Dartington & Co Ltd 10 The Crescon, Physical PL1 348 0752 673873 Monry Mitt Accurate 112:50 9.78 13:531 -
	Pixed beforest Figure         10Min.0.00         11.17         4.02         45745           Drift, Frid, Inffantanzan         57,54         7,4004         0.02         45745           Japan Inc, Santhan         972504         2462         3.44         45747           Stription         972         102.8         11.10         45748	OFFSHORE INSURANCES	Asstratige S Bord A54.95 10.52 46239 Emailar S Bood	Sport Lingua Ann 15 1512305 15235 - 4505 Gertmore Envestment Lind	Virvinia Tradina Core	Deuthers Calall Count	<sup>9</sup> Therateo Lovestment Management 1.td	Edington Pic 1 King Street, Manchester W2 6AW 061 834 2535 2 MICA (2) 0064 112.25 9.591 5 Financial & General Bank pic
		Alberty International Assurance Ltd S March Cathoren, kinef Man (M24.82304	Austrative 5 Dord	Garinanon Fand Wanners International List Capital Strategy Fund List (c) Starting Deposit F4	Commence of the letter S1508.40 - 4534 Fendback Gamma	Parinter Bond Fued SA	Kangaroo Fanil	Financial & General Bank plc 13 Lownes Street London 5W1X 9EX 01-2350036 H10A 65009411000 12200 921 12:00 H10A 451009411000 12220 921 12:00 H10A 451009411000 12220 921 12:00
	For Eastern	Clobal Scoring Filmer (1994) - 4464 UK Starting Filmer (1994) - 4464 Eargenen Storling Filmer (1995) - 4464	20         DS Dollar Band	Starting Depastr Fd	3	Pierson Heldring & Pierson	OK & Oking Gateway Fil. \$9.71 10.1955 - 45845	Gartmare Money Management 1 td
		European Stories Fd. G. 103 - 4356 Japan Swrites Fd. G. 103 - 4456 Rith Augenda Storing. G. 270 - 4466 Pachic Basin Stin	Destantement Res	011 Depends Fd0132,000 5 mb conduct Fd555,00 5 mb conduct Fr Depender Fd. 555,002 4 ass Do Popolat Fd. 555,002 5 mb conduct France Dep FdL F7710122 5 mb conduct France Dep FdL F7710122 7 mb conduct Fd. 555,007 5 mb conduct Fd. 555,00	4 Korez, Esternational Trust 5 Funi Magne Korez Iruet Truet Co Ltd 9 NAV June 16 Won 40,226,09 10H Value USS60,020,90	Pleasen Heidshing & Pleastan         4599           Tatyp Page Heids NV         5297.21         4599           Largened Car Nidon NV         5331.16         4597           Asta Pac Git Fel NV         355.84         4560           OP Am Gat Fel NV	artist Distanciani, r.a., 1977         1977	2-3 White Hart Yard, London SEL 116X 01-236 1425 Money Mingt, Acct 111-625 0.021 12:451 - Girobank pic High Interest Cheque Acc
	Schroder Magt Services (Jersey) Ltdi Schroder Many Funk Ltd Serving (224,4969   11,44   45763	Bandrid Barda Califar         20,900         460           Fax & Bard Davids         20,900         460           Azizm Biang Siarling         61,000         466           Giota Dellar Fil         50,900         466           Giota Dellar Fil         50,900         466           Exception Dellar Fil         50,900         466           Stanting         51,000         466           Giota Dellar Fil         50,900         466           Exception Dellar Fil         51,067         466	Alliance Capital Minemit Inti Alliance 5552 6 90 - 44664 Glaber Road Find	Japon Fund	Le Fonds International Canagez	Europe Guh Fd NV Dr157.00 - 4560 DP Engriss Eth Fd NV - 537.74 - 4560 1 Japan Diversified Fd 552.75 - 4658	Philippies Related Fd. 537 30 39,1650 - 45850 Triger Fund	10 M /k SL , London EC2V SJN 01.600.6020 EL 000-13.999
•	Starting         Starting         114.41         45743           USS :         Starting         Starting         5.71         5764           DMAC 1050         S.71         Starting         5.71         5764           Swiss frame         Starting         Starting         5.71         5764           Vers         Starting         Starting         5.71         5.714         5764           Vers         Starting         Starting         Starting         5.714         5764	UX Dollar Fd	Alliance Copital Microsoft Inti Alliance         4004           Alliance         501         4004           Alliance         511         1223           Alliance         511         1224           Alliance         511         1237           Alliance         511         124           Alliance         511         511           Alliance         511         124           Alliance         510         511           Alliance         511         511           Al	Jacon Fund	1 Litterty ALL-STAR White Pifelin-Equity Fi 2 NAV June 14	The Pertugal Fund Limited Lloyds Bank Trust Company (Channel Islands) Ltd NAV May 31	Publication Retire Rd	s Grafund Law Minars/Allied Frish Bank
		Closel Service Fd	20         110         121         121         1<	Old Departs Fd	3 Lingvids Basels (20) U/T Mangra Unerstand Bert U/S (2) 24 23 57 7.25 (20) Lingvidson Bert U/S (2) 24 23 77 10.70 Lingstand Heit U/B (20) 78 20.70 10.70 Lingstand Nutrit Ves. 19252 2523 4 6/9 6599 Lingstand Overses 240.5 253.5 (2) 52 6 659 Database works at Theraday	Prospect H 2 Port N.V. Prospect H 2 Port N.V. Do NAV June 16 \$9.30 9.075	ASE SO Lairs Index	High Interest Chesus Account 31. Between Road, Unicide, UBS 1872, 0895 99783 51.500 - 10 310 10 411 14 441 - Hamberclyde Finance Group
	D-0.29	VRA Closent Fd	10,100,007,	European Fand	Charles Their Overveen	Portected Performance Fund Performance Fund Performance Fund 9 "Westy dealing on Tresday	5 Z P 500 index	Charley Cl., Winchester Rd. Basiogsacky 07256 041063
		Call Turnence Ca Ltd	IPS Poller Desmark May 74, 93 0 001058 (L + 714 m)	Capital Strategy Portfolio	Lingshin Bank General Switzertand         8.51 (259)           Lingshin H Dation         Switzertand         117 (459)           Lingshin H Enzen         Switzertand         117 (459)           Lingshin H Enzen         Switzertand         116 (459)           Lingshin H Enzen         Switzertand         6.2 (459)           Lingshin H General         Switzertand         6.2 (450)           Lingshin H Lingshing         Switzertand         5824 (40 (2015))           Lingshin H Lingshing         Switzertand         Switzertand           Lingshing H Smitzertand         Skitzertand         Switzertand	Developtial Infl Financial Services 1 to	TWAA Fund IP \$104 54 104 5746607 TWAA Fund IP \$91.06 91.094660746607	Llowic Rank High Interest Cheque Account
·	Cartaflan S	Certical Sicritor Hec, Donates LG.M.         0624 2259           Income Fd F.         524 52.8           Scoretry Fd F.         524 52.8           Apportantly Fd F.         523 52.1           Scoretry Fd S.         57.5           Scoretry Fd S.         57.5           Scoretry Fd S.         57.5           Scoretry Fd S.         57.4           Scoretry Fd S.         57.5	Ample-Swips Aster Monagement List	Batanced Portfolio	Uords int 1 Dellar	Distribution Converses Frend           Maximum Storring           Storring Dollar           Maximum Storring           Dillar Deposit           Dillar Deposit           Dillar Deposit           Dillar Deposit           Dillar Deposit           J. Yen Begout           J. Yen Begout           J. Yen Storring	72 Watthetic Status Find	Lionard 10, 2010 10,
	Scimitar Worldwide Selection Fund Limited	Income Fd 3	Acian Development Empity Fund NAV June 15	Gertrast SA Samorai Portfollo		2         Managinet Dellaw	European	Classica
	Equity Class Funds Anterication 59, 33 9, 33 9, 82 45778 Aclan Smile Mitch 59, 33 9, 82 45779 European 50, 29 10,84 45770 Gold 45720	Oppartantity Fill	BAIT Matticarrency (SICAV)           7 55 Datas           50 Datas	Global Asset Newsgement Corps		Dutnam International Advisors Ltd	Melli-currecy Bond [51.361 1.392	H & G Hze Victoria Ra Chrimsford 0245 266256 N I C A. LC2, 500+1
	S24.74 25.97 - 45782	Earle Star International		GABI Arbitrage         S241.00         4510           GABI ASEAN         \$131.21         -6510           GAB Astraita         \$134.58         -4510           GAB Astraita         \$134.58         -4510	Martsman Rul Amer. PL SLA 392 IA.592 - 45414 Martsman Rul Sand FL. 110.574 10.785 - 45411 Martsman Rul Sch Fd. 22.354 10.785 - 45411 Martsman W. Fd. 21.363 1.963 - 44564	Puttering         Construction         Construction <td>Transwerid Bond Trust MAV Jun 15</td> <td>DO Boy 3 Sheldeld (713 5304.66</td>	Transwerid Bond Trust MAV Jun 15	DO Boy 3 Sheldeld (713 5304.66
		Hilitary Hee, Prospect Hill, Domnine, Intel 0624 2060 Stip Euro Carp	Bend Samity	CAM Compliance CAM DE 14530		Global HI Gla Find	American Special Site	Hap in Cashines 10.86 2.50 1770 - Liu 2007 - 1150 9.00 12.41 - 50.0007 - 1162 9.22 12.77 - Prent Saren 5.000 - 112.14 9.50 12.071 - Mat Wast Special Reserve Account
	Eza	Sile Performance 11002 1176 4860 Sile Advertised 1101 1102 1176 4860 Sile Advertised 1101 1102 1107 4860 Sile Advertised 1102 1107 4860 Sile Advertised 1107 48600 Sile Advertised 1107 48600 Sile Advertise	Jailas Barr Back & Trest Ca Ltd Januar , Bar St. Strand ITAN - 44709 1 Januar , Barter - 102200 17400 - 44701 3 Januar , Barter - 102200 19200 - 44711	CAM Exception list:         SIG3 0P         SIG3 0P           GAM Fraze-will SFr         SFr285.04         4520           GAM Fraze-will SFr         SFr285.04         4520           GAM Fraze-will SFr         SFr285.04         4520           GAM Group         SIG7.05         4531           GAM Group Mitchiettist         SIG7.05         4531           GAM Integr Mitchiettist         SIG7.05         4531           De Summ Fritzen         SIG7.05         4531           De Summ Fritzen         SIG7.05         4531           De Summ Fritzen         SIG7.05         4531	Anstralius Er Jenn 14	Characture Fard	Derived Sector 301         511.71         62.77         522.78           Derived Sector 301         517.05         63.84         4597           Manager Jam 15.         527.05         53.94         4597           Martiger Jam 15.         527.05         53.94         4597           Nortiger Jam 15.         527.73         527.03         4597           Derived.         527.73         727.03         4597           Partic Gald.         55.20         5.47         4597           Tager         55.20         5.47         4597	Mill britant         Cir2P 28P         01-374 3374           C5 000 and above         172 50         9.50         13.13         -           C100 001 038 490.         12.00         9.20         12.71         -           C100 001 038 490.         12.00         9.20         12.71         -           C100 001 038 490.         11.00         5.00         12.41         -           C500-17.999         11.00         8.00         12.41         -
		Engle Performance*		GAN Hong Kong	McDonnell & Co (Bernandia) Ltd McD Marger Arthrage	Quartus Food NAVI \$15.86 I -I 4565	Norti American         334 30         36 30         - 45876           Demos         352 73         - 45876         - 45876           Partic Gald         55 20         5 47         - 45877           Toper         55 51         37.92         - 45877           USA Income         Partifician         535.10         37.92         - 45877           USA Income         Partifician         - 535.10         37.92         - 45877	(2000-(2,999,
	SAG kapane Funda	Equity & Law Inti Life Assee Co Ltd	7 Benune Scandingen Fd. Mars. Ltd.	GNN North McGaler USL S104.63 - 4511 De Starling	MicDonnell & Ce (Bernsuch )         Central 2         Central	Culifter International Management Ltp: Guarte Intel Bond 50 91 0.965 - 4556 Ousern Intel Brow 52 53 2.466 - 4556 Culifter Laro	NAV June 13	30 Asiley Rd. Altrinctore, Cheskine 061-928 9011 N I.C.A. (13,000+) 113 125 10.271 14.361 -
	TS8 Treat Funds (C2) TS6 Tys Leity F4	Description         Description <thdescription< th=""> <thdescription< th=""></thdescription<></thdescription<>	5 855 Jul Ine Fel Lini, 6 Inti Egality Fel		<ul> <li>McO Finite Callar Fil</li></ul>	Rosenberg Asset Management SA Autor Class A	US Pacific Stock Fund NAV June 16	Reyal Bank of Scattand plc Premium Acc 4/5: Andrew Sq. Edubyret EH2 27E
	TSB Gik Fd (Jg)11d_19533 9849/ 1218145835 Tarost Internat, Management (Jersey) List	UK Egalty 77.5 63.4 4997 UK Elle & Fland Int 60.7 65.2 4499 Dollar Deposit	6 Baring International Grans Antralia State 15.96 1.0 44759 1 Britain Report of R. (1.08 1.13)	CAW Seguere Makerta S176 99 - 4512	NAV Jon 9	Rothschild Asset Management (CD) OC Commodity	Union Invest Ed Mat Co SA Law	F10 000 - F24 999 112 30 9 62 C1 10 -
	Turget Global Dest Till	UK Sile & Flate Mill	Baring International Grans         54.62         15.96         1.0         44799           Assimila         51.46         15.96         1.0         44799           Briase RepertorR         51.07         12.30         2         44760           Strass RepertorR         51.07         12.30         2         44761           Strass RepertorR         51.07         12.30         2         44761           Strass RepertorR         557.69         61.95         44763           Apper Fed         557.59         61.95         1.0         44763	GAM Tycte \$178.904512 GAM U.S \$145.464512	Maganam Franci Maganit (Bernandia) Ltd Maganam Frances Fund Science Class	NM Rothschild Asset Management Limited Taiyo Pac (Seabrd) N \$174.55	Julia Carrie Fand Add 56 4117 9.85 4504	N.I.O.A
-	Linge IDS Unix Port., E11.83 12.24 - 44267 Interactional Bond Fund. 123.00 130.00 - 45339 Exercises Global State, 129.87 10.40 - 45637	E-stile Assessment Const	THE	GAM whethers	Halarca Fond (Cayman) Limited	Royal Trust North American Bond Fd NAV US\$10.31	Unicon-Tarrestmatt, Gesel schaft, Gnibil Unicon-Tarrestmatt, Gesel schaft, Gnibil Unicot, Gilf 411, 77,55 - 45927 Unicot, Gilf 411, 77,55 - 45927 Unicot, Gilf 411, 77,55 - 45927	TSB Bask pic England & Wales Division
	Tep Brand Fund Inti-SECAV	Sorting Eurobond Fd	2 Water Sine 37/12 4030 1.0 41765 3 Web Amylana 510 32 1943 20 44265	GSAM Composite Inc         \$208.10         - 45133           GSAM lot \$ Ord         \$113.72         - 45133           GSAM lot \$ Special         \$122.96         - 45133	Makeysia Genetic Fund	SCI/TECH SA SCI/Tech MAY May 11_1 S18.39   -1 45741	VIRING FILLE-SEGAY MAY June 13 Ecr46.67	100 Lover Themes St. Landon EC3R 640 01-623 6000 MEA 61-6499
· .	Torget 1954 N. Acad Ut 12, 12, 45 Torget 195 (Jun Port, 112 8) 12, 25 Historicani State, 123, 00 139, 00 Examine Visual State, 123, 00 139, 00 Examine Visual State, 123, 00 Top Bread Finds State, 123, 00 Top Bread Finds Inth-SECAV Top Bread Finds Inth-SECAV Top Bread Finds Inth-SECAV Top Bread Finds Inthe Secar International Secar International Trade Secar International (Jenstry) 151	Flatence International Las Sedeny Vace Hae, St Peter Part Gastian Mill S Strategy Formul S1.015 1.092 -[4998	Pacific Fd	CSAM bet 5 Ord         SU1177         4013           CSAM bet 5 Special         SU2177         4013           CSAM bet 5 Special         SU2276         4013           CSAM bet 600         SPECIAL SP	Man International Fatures	Safrer Frind Mary Ltd Frames Ford S	Warburg Inv Nogent (Isle of Man) Ltd Nervory 9010 Trast (Sizer) Dollar Fa BOPLIPa	26-13 Bringer Victoria St. Galetal 0375 magaz
	Vulli Strem	Finescos International Law Syndry Yaok Mex, Sk Peter Part Catomary Int Strontogy Fd	Jupper Fast         125.50         23.31         1.0         447.63           Jupper Fast         125.71         125.77         16.57         1.0         447.64           Jupper Fast         135.77         1.05         1.0         447.64           Jupper Fast         1.0.2         1.0         447.64         447.64           Octaon Fast         1.0         2.0         447.64         447.64           Pacific Matter         547.96         447.64         1.0         447.64           Pacific Matter         547.96         447.95         1.0         447.64           Pacific Matter         547.95         1.0	Giolal Government Plas Fund	MINT LUNTED-br.         \$14.3         -46503           MINT LUNTED-br.         \$14.5         -46503           MINT LUNTED-br.         \$34.5         -46503           MINT LUNTED-br.         \$34.5         -46503           MINT LUNTED-br.         \$30.6         -46503           MINT GTD LTD Str.         \$320.01         -46503           MINT GTD LTD-br.         \$35.40         -45503           MINT GTD LTD-br.         \$33.40         -45503	Sandi International (Guernary) Ltd sandi International (Guernary) Ltd int Data int Leafur 10.57 10.56 40.77 int Leafur 10.77 10.57 int Leafu	Warburg Im Mugunt (Iste of Man) Lid Mercury Weiler Dollar Fd BOFUP	Clien Plas Acc
	Stritush Lion	(Infernition by Providence Capital Life Associates Hansard Inferentional Life. 19 37 July Street Density Infe		NAV JUST 1/ 1/ CCR 02	Hand GDL ID-Ga 1994 513.40 - 45437 Hand GDL ID-Ga 1994 513.43 - 45438	inti Equity	Owi Fd BUPUPs	The Billion Centre, Northanbour Road, Portsmonth 0705 372222 Special Acc
	Tymkali         International (Jersey)         Lot           Wall Strem         2247         272.8         0.52         45557           For Ester         221.7         556.4         0.27         45589           1942 Fd.         281.2         271.3         0.40         45589           1942 Fd.         281.2         271.4         0.40         45589           1942 Fd.         282.2         277.4         5.24         45911           Gravit Lines         114.0         126.7 m         9.94         45992           Marcin Classics         114.0         126.7 m         9.44         45992           Uncom Shares         114.0         126.7 m         9.44         45992           Marcin Classics         114.0         126.7 m         9.44         45992           Uncom Shares         114.0         126.7 m         9.44         45992           Marcin Classics         367.1         64.8         - 45973         45975           International         367.1         364.6         - 45955         1054	Exercit	Bernstein         Status         Status         Status         Status         Status           Bernstein         Status         Status         Status         Status         Status         Status           Bernstein         Status         Status </td <td>Granville Management Limited Granville to 72</td> <td>Mart (TD Oncode LTD un STD 133.58</td> <td></td> <td>Wardtey Lawestment Services Ltd Wardtey Lawestment Services Ltd Histor Asia Par Trust</td> <td>Sortial Acc</td>	Granville Management Limited Granville to 72	Mart (TD Oncode LTD un STD 133.58		Wardtey Lawestment Services Ltd Wardtey Lawestment Services Ltd Histor Asia Par Trust	Sortial Acc
· .	Warters Investment Management Jersey Ltd	Composit (0.113 0.122 - 4521 composit (0.112 0.122 - 4521 composit (0.112 0.122 - 4614 composit (0.112 0.122 - 4614	Actor Wil (2) Artists Figure 14 Actor Wil (2) Artists Figure 14 Ban bel Som (Cab) S2547 27.77 Ban bel Som (Cab) S2547 27.77 Artist Connector 97.97 Ban bel Som (Cab) S1574 15.91 Artist Connector 97.97 Ban bel Sonty (Cab) S15540 15.92 Ban bel Sonty (Cab) S15540 15.92 Artist Artists Artists Artists Artists Artists Ban bel Sonty (Cab) S15540 15.92 Artists Artists Artists Artists Artists Artists Ban bel Sonty (Cab) S15540 15.92 Artists Artists Artists Artists Artists Ban bel Sonty (Cab) S15540 15.92 Artists Artists Artists Artists Artists Ban bel Sonty (Cab) S15540 15.92 Artists	Group One Limited Herrill Lynch and & Co pto HLS US SAP 500 Mein Ser 1. (5284.02, 279.53) 3.17   45155	MAT SO RE LI COMP- SUDE 75		Hiktor Asia Part Trost. \$11.70 12.021 4.16145994 World Fund S.A. World Fund Mith Mar 11. 523.69   -145998	14 Moneycentre, Personal PL1 15E 0752 224141 (1,000-14,999
•	Ct internet & int	USS Storts Mitt	Bala bet Elevity (15:01	Entropy Unite Links & Dords ILLC           Harriti Lycat to & So Pick ILLC           UIS Safe X00 wins Ser L.           SSE Ser X00 wins Ser L.           UIS Safe X00 wins Ser L.           UIS Safe X00 wins Ser L.           SSE Ser X00 wins Ser Links           Willity Value Tradit.           Production Ser K100 wins           Production Ser K100 wins	Mediferranean Final (SICAV) NAV Jace 13	Carrent's & Board Fi Acc. \$4.13 4.37 - 45770 Eurry Fuld \$5.65 5.90 - 45771	Morid Far Inde. (\$1170 12021 4.16) 6774           World Natural Resources           World Natural Resources           NAV Joe 15           SU0.22             -Yamaichi Dynamic Mingt Co \$4           Achanozi Tech Fe	E10.000-(49,999
· .	Berr Caima Mar Lame 14. 557.21 68,901 1.07 65739 Berr Tatamic Lame 14. 520.05 41.05 1.36 45931 Metat Tatamic Lame 18. 117.35 17.761 - 45932	USS Pacific 50.079 0.085 - 4522 Hong Kaod 50.097 0.105 - 4614 Hong Kaod 57.0147 0.159 - 4522	Cta S inv Board A	Utility Value Tradition Still 2-51 - 7 399 46762 Utility Value Trust 3., 151/025.65 - 7 481 46762 Production Racine Securities (URC) Inc	Meridian Funds Honey Market	Gold Fund	Yamaichi Dynamic Mngt Co SA Atlancei Tech. 522,45 Dynamic Geth Fd	Wimbledon & South West Finance Co Ltd 114 Newsre St, Lonion EC: 7AE 01-06 9483 Nigh int Cheque Acc
	Japan Ford June 14. (554.06 54.74) 6.06 49935 Pastike Fund June 14. (551.40) 53.981 2.281 45936 4	SFr0 Deposit	Brazilian Securities Lini Brazilian in CoStawS21_00   -  44762	Hambers Pacific Fund Mgntt Ltd Australius Folders Ló	Hatil-Currenzy S10.02	Japan Ford		
	G SALANDARY MARAET TONT (28) G SALANDARY (2011) (2	iste of Man Assurance Ltd Deny Har, Anni SI, Double, IoM Deny Har, Anni SI, Double, IoM Deny Har, Anni SI, Double, IoM Deny House Band 100.85 0.861 - 145303	Bridge Management Ltd Menor FA \$105.44 110.15 44784 Nikonbachi Fa Y0,120 0,280 44785	Prudiciliai-facto Searition (GRC) In: Hamilton Pacifice Final Mignet Lini Actualize foi Janes IA. 15553 March 145 Sch Astronomic Janes IA. 1576-73 07 - 45167 Japan Fert Janes IA. 1576-73 07, 777 - 45167 Japan ett. Janes IA. 1576-73 07, 777 - 45167 Japan ett. Janes IA. 1576-73 07, 777 - 45167 Japan ett. Janes IA. 1576-73 07, 777 - 45167	Marrill Lynch Int Capital Magt (65Y) Ltd Revia Particilo S102546590	Schroders Australia Ltd Schroder Arst St	Money Market	NOTES-Gross rate to these easing), from composite rate of far. Not actual rate after deduction of CRT Ge Eanie CAR- Gross equivalent to backer rate taxperiari-compounded annual rate het Gr frequency lotterst chefing
)	1912         241.2         247.3         9.49         255.0           Struct Lion         770.5         251.7         322.8         3550.0           Struct Lion         770.5         251.7         322.8         3550.0           Struct Lion         770.5         251.7         322.8         3550.0           Struct Lion         770.5         251.7         450.9         9.44         450.9           Struct Lion         100.4         100.8         -450.9         -450.9         100.8         -450.9           Struct Lion         100.4         100.9         -450.9         -450.9         -450.9           Wartury Envestment Management Jetury Lin         -450.0         -450.0         -450.0           Wartury Envestment Management Jetury Lin         -450.0         -450.0         -450.0           Struct Linu Linu Linu Linu Linu Linu Linu Linu	Terresort         Truck of the second se	Bridge Singapore Asset Magmat Ltd	KAV Nizy \$1 \$266.53 I -I -	Morgan Stanley Sicay Isservic Pin Filam 16	Schröder Schuster (1 200 5.40) - 1 (5777) Schröder Art St	Trust Funds	
	Dutch Guilder	D Box 119, St Pater Part, Coeman, 040, 25731 Pean Hanaged Cent. 94.0 101.1 Pean Managed Cent	Batterfield Management Co Ltd Battres Capital	Hardware Manual Providence Providence	Multi-Contency Bond Portfello NAV Jace 15	Genium Line Karalanet Trest College	6 f Eastry City- Grees Hat CAR line	UNIT TRUST MOTES Prices are in sense unices outwrite indicated and them designated 5 with no prefix refer to U.S. dollars. Yields in allow for all houses causes Prices of cortain table insurance linked plan subject to capital gains tar on price inducations of the sense of the sense price inducation of the sense price inducation of the sense of the se
	Surfit State         Strift T1         Strift T1         Strift T1           Bincory Officient State         Strift T2001         Strift St	Society         50:077         1007         -           Society         94:0         101.1         -           Society         94:0         101.7         -           Society         94:0         101.7         -           Society         94:0         102.1         -	Battherfjeld Management Co Lid Bathes Capital	131         131         137         1         237           132         131         137         1         237           132         131         137         1         237           132         131         137         1         237           132         137         137         1         237           132         137         137         1         237           140         137         137         1         237           140         137         137         1         237           140         137         137         1         237           140         137         137         1         237           140         137         137         147         147           140         147         137         147         147           140         147         147         147         147           141         147         147         147         147           141         147         147         147         147           141         147         147         147         147           141         147         147	Marray, Johastone (Inv. Adviser) Amiran Phila Juny 14. (55.36) 27.06 - 45476 Janes Phila Juny 12. (520.37) 216.39 Pacific Phole Juny 13. (57),60 10.29 - 45420	NAV Jace 16 Won 29,039 9410R take US\$40,362.61 The Slam Fund (Cayman) Ltd	Grean He Care Un- Citarities Aid Fadin Many Hingent Co Line Supple Kin, Steer Co, Hensenficht, EC3 (1):2305461 CafCASS Cai Fand., 12:245 9:74 (1):47 - CafCASS (2):17:00	sates a Delatrancia free of UK Lates a Periodic premium Interance plane. I Sugge premium inspirance, a Offerred print inspirance a Control of the States of
	Jacker Frank (z)	Telefity Intl	CL-Alexanders Reme (Bernuda) Ltd . Systematical	Europerin Sab-Fit	NBCS Europe and Income Fund U.S. Samurana Silles   -  45476	Simpfalkkiv kneu K S12.49   45296 Singer & Friedlander Ldn, Agents Tatop Ix NAV Jum 2 Saulle Da Ta Nay J 159.5 July 12   45796	CAFCASH 7-day Fund	Vield before Jersey Santos. 86 Generaty group. 8 Supported of Vield before Jersey Law. 1 Ex-subdivision, sz Oraly analiable to charitable bodies. + Yield galaran stroms annausilent
	Cash Fund (c)		S'mm(Callar Har 93_1 \$10.663   - 46315	Sterling Cash Sub-Fund_ (SL 1955) 1.0955) -1 45239		Sandie On Ta May 31-1159-5 168.0 251 457%	2 Fore Street, London EC2Y 540 01-568 1815 Deposit	races of MAY increase, xil ex dividend, (**) Fandy out \$18 racegebras,
· .							• ·	

.

•

•

<u> i</u>

-

.

1 **-** 1 - 1 - 1

.....

## LONDON SHARE SERVICE

- -

.

.

For Latest Share Prices on any talephone ring direct-083643 + four digit code (listed below). Calls charged at 38p per minute peak and 25p off peak, inc VAT

: :

	LUNDUN SHAKE SEKVICE	
Banket Ca. in         Storck Stores         Price 6         Biv Starte         Price 6         Biv Starte         Biv Sta	BRAPERY AND STORES - Contd         ENGINEERING           Marked Go. Lo         Shad         Prize         Bir (Figl Last)         Bir (Fi	110 OBSIMEC industries Sympton         121
1000       10011       1001	8.698/triz Design (7.5)         9.44         2.0         2.83         5.6         July 52255         11.002amberlin & Hilly 7.11a         9.0         1.9         5.6           5.6656/d1 Stars 12 by a.r         64         2.2         0.2         8.7         2.002amberlin & Hilly 7.11a         9.0         1.9         5.6         3.41         5.6         3.41         9.03         1.0         2.002amberlin & Hilly 7.11a         9.01         1.9         5.6         3.41         1.0         0.0         2.002amberlin & Hilly 7.11a         1.0         2.002amberlin & Hilly 7.11a         1.0         0.0         2.002amberlin & Hilly 7.11a         1.0         0.2         1.0         0.0         2.002amberlin & Hilly 7.11a         1.0         0.2         1.0         0.0         2.002amberlin & Hilly 7.11a         1.0         0.0         2.012         1.0         0.0         0.0         1.0         0.0         0.2         1.0         1.0         0.0         0.0         2.012         1.0         0.0         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012         2.012	126. 498 and the tigs 100
22W3WWolwarth 31/201       24.30       34.02       1.02       0.167.4% Interior       243.01       34.02       1.047.6% Interior       243.01       34.02       1.047.6% Interior       351       12.0       4.6       34.6       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.6       34.00       24.7       34.00       24.7       34.00       24.7       34.00       24.7       34.00       24.7       34.00       24.7       34.00       24.7       34.00       24.7       34.00       24.7       34.00       24.7       24.00	III. J. A. L.I. A. A. Sec. 1.       A. S. Sec. 1.       7.4. Lamma & S. Phol 100 p.         III. J. A. L.I. A. A. Sec. 1.       This Sec. 1.       7.4. Lamma & S. Phol 100 p.       116. 5. Sec. 3.4. J. J. Mary Gct. 4.         III. J. S. J. L.I. A. A. Sec. 1.       This Sec. 1.       7.4. Lamma & S. Phol 100 p.       116. 4.5. Sec. 3.4. J. J. Mary Gct. 4.         III. J. S. J. L.I. A. A. Sec. 1.       This Sec. 1.       7.4. Lamma & S. Phol 100 p.       116. 8.7. 4. S. J.I.I. J.	9.938/closed Comp Mary       299       0.65       133.44       172.40       0.67       133.44       172.40       0.67       143.44       1.02.0
	Total and the second state of the second st	19.3       Control Specific
353.7 [Bancalar Curr P100       CS64       Mix Mar       2207       111 Section 7 104       <	4.0014       resthadt 100	22       1322       322       5726.11       13.02       575.01       10         23       10       1
2.5° [10] Holdmarf 11 i 341] n15 4 6 427 2 Mar 6ct [350 63.5° [350 63.5° [350 63.5°] 355 122 4.48 5 [36 127] 371 9[550 27]	10.       1	75.00FfLowHome
For Anoto Lissing See A	3.4 3 47 43 47 22 5 July Nov       24       47.4 122 5 July Nov       24       14       16       12       14       12       14       13       April 5041         17.0 Pressar 5p.       42       175 5       175 5       175 5       16       175 125 11       13       April 5041         17.0 Pressar 5p.       186       175 2 23 34       May Dec       15       148 40/sited Bitwists       348 12-5 4.5 22.5 Jon July 4579         12.5 Prestar 5p.       42       10       22       0.5 June Bec       15       148 40/sited Bitwists       348 12-5 4.5 22.5 Jon July 4579         12.5 Prestar 5p.       42       10       72       23.6 22.5 Jon July 4579       14       14       100 Pressar 5p.       348 12-5 4.5 22.5 Jon July 4579         5.3 June Provide States 1a.       42       10       72       12.3 2.5 2.5 Jon July 4579       14       14.5 200 Annot 10.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1.5 1	124       225       127       53       127       53       127       53       127       53       127       53       127       53       127       53       127       53       127       53       127       53       127       53       127       53       127       128       127       53       127       128       127       128       127       128       127       128       127       128
286       24/00       6       10       21       5       Jan July       65/00       25/2       50/20111111005       10       37       16       5.6       Jan July       23/6         15       3700       500       10       23       55       500       10       23       10       5.6       Jan July       65/00       25/2       500       60       27       500       48       27       7017.4       June Dec 2491       69       20000000       69       200000000000000       69       2000000000000000000000000000000000000	15,25eronnes 5,,v 15,24eronnes 5,,v 15,24eronnes 5,,v 12,24,15,24,27,24,27,24,24,24,24,24,24,24,24,24,24,24,24,24,	6.559 sprearous Tesh 20 y 125 6.4 (6.013.3) Are for 6.59 sprearous Tesh 20 y 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.59 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.4 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.5 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.5 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.5 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 6.5 (6.013.3) Are for 7.50 sprearous Hids 10 p 125 7.5 (6.013.4 (6.010.5) For 7.50 sprearous Hids 10 p 125 7.5 (6.010.5) For
975 glaps jurks 50p a 258 lab j4 801 12 Jan aug 1000 1 12 Springe 10p p 523 1.74 7.5253 per jurk 50 jan 40 jan 50 jan	38.8 Streemetric 50	15.11/Lineschin 100,

---

:

.

32

:

₹3<sub>6</sub>

 $\mathcal{A}_{\mathcal{A}}$ 

1 ...**#** 

 $\sim 10$ 

•

 $a_{1}+a_{2}=a_{2},$ 

4...

## LONDON SHARE SERVICE

## For Latest Share Prices on any telephone ring direct-0836 43 + four digit code (listed below). Calls charged at 38p per minute peak and 25p off peak, inc VAT

				(listed below). Calls charged at 38p per minute peak and 25p off peak, inc VAT
Insurances         Contd           Statut         Statut         With With Understand         Print         With With With Understand         Print         With With With With With With With With	PAPER, PRINTING, ADVERTISING - Contd Market Street 20.60 Promotion Street 2355555 Const. Sen-y 446, 22 and 100, 745, 00, 6, 3 coppediate 11, 02 and 12, 32, 40, 40, 40, 40, 40, 40, 40, 40, 40, 40	TEXTILES           Nata         Prize         Not         Diridends           8.04A1tch Hidgs, 270,	TRUSTS, FINANCE, LAND - Contd           Marted         Price         Bit         Y'thi Last         Dividends           14.360: 4 Mer Galles 500.         Price         Bit         Dividends         Dividends           24.360: 4 Mer Galles 500.         122         Bit         Table 5         Dividends         Dividends           20.2000.         Pri 50.         122         Bit         Table 5         Salite far and         Dividends           20.2100.         Pri 50.         122         Bit         Price         Dividends         Dividends           20.2100.         Pri 50.         122         Price         Dividends         Dividends         Dividends           20.2100.         Pri 50.         122         Price         Dividends         Dividends         Dividends           20.2100.         Pri 50.         Price         Price         Dividends         Dividends         Dividends           20.2100.         Price         Price         Price         Dividends         Dividends         Dividends         Dividends           20.2100.0         Price         Price         Price         Dividends         Dividends         Dividends         Dividends         Dividends         Dividends         Dividends	Market         Price         Dir         Y'lai (Last Dirideanis Tar.)         Barket         Price         Dir         Y'lai (Last Dirideanis Tar.)           Last Ear         Bet Karls         Paid         Dirideanis Tar.)         Cap. Ear         Stack         Net Karls         Net Karls <t< td=""></t<>
241.40a.10act the 12/98 v 577 10%.17.216.1 January 22.54/rtoors 100		TEXTILES           Net         Stack         Price         Ret         Trie         Last         Distants           4.09 Alich Hidgs, 200-, y         Hat         Net         675         Hat         Net         Pain         Pain <td< td=""><td>12100 kmrants</td><td>-1756:Birth West       -252       -25</td></td<>	12100 kmrants	-1756:Birth West       -252       -25
241.40b.18c01ft 12199.4 57723 10%117.2115.1 jamaary 57 283.540rteers 100	7.650/rise Tape Her So. 7         114         F2.7         3.28         5.5         Mary Dec Merry 1.14           134.5W/CPS Group 30         270         3.55         1.30         0.64         4.95         1.91         3.01         4.97         4.95         1.91         3.01         4.97         4.95         1.91         3.01         4.97         4.95         1.91         3.01         1.90         4.97         4.95         1.91         3.01         1.91         9.92         4.01         4.17.03         3.02         8.77         9.27         4.01         4.17.01         1.90         4.97         7.97         5.27         1.11         1.99         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97         4.97	22.11.15ter         vi         194         4.03         4.023.12         ias.jone (3).66           9.671.0ser         (194)         4.03         4.313         Sept Mar (202)         Sept Mar (202)           4.194.2ser         (194)         59         3.57         9.17.4         Jan. June (32).6           14.194.2ser         (194)         (197)         3.57         9.17.4         Jan. June (32).6           13.194.2ser         (197)         (197)         (197)         3.57         9.17.4         Jan. June (32).6           14.194.2ser         Hagth	Status         Status<	UVERSEAS I KAUERO         Jaglo-Bentisium         Jaglo-Bentisium         Jaglo-Bentisium           4:30/Atcr Corp US 51.50         115         4:327.2         April         153.350md tail. Gold         153.350md tail. Gold           1:50.86/articropass HMps. v         4:77         013.4         3.017.4         Jiwe Jow Jow         153.350md tail. Gold         154.4           1:00 Do. Spc Dam Fri L.         549         4:121 J Jan July         74.4         74.0         166.7         74.0         166.7         164.0         167.0         164.0         167.0         164.0         167.0         17.0         167.0         17.0         167.0         167.0         17.0         167.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0         17.0
11.15 GWR Group 200. 1 750 13.5 0.527 2 September 1752	99         Idailied Locaba 100, B         117         217         218         31         200, Sign Can beingert           1120n, Sign Can beingert         117	117 30 A7 Inte	27.800 110c Cw. La., v £121 013% 9.127.2 Sept Mar 402 57.80 cm line Cw. La., v £121 013% 9.127.2 Sept Mar 402 57.85 maller Cas Int Ta., a 147 42.0 1.8 8.5 Jun Mar 403	1/10/11/2010         2/10         1/11         5/10/201         Oct. Apr.         1/11         1/11/2010         1/11         1/11/2010         1/11/2010         1/11         1/11/2010
8.455 Rectantisetar 120	PROPERTY           99. Livities Looden 100.8         121.20.510 (2014)         221.251.85         Jan Jaty         121.20.510 (2014)           1.20.510 (2014)         5.20.510 (2014)         5.20.510 (2014)         5.20.510 (2014)         1.21.510 (2014)         1.21.510 (2014)           1.99.514 (2014)         5.20.510 (2014)         5.21.525 (2014)         1.1.3225 (2014)         1.1.111 (2015)         1.1.1111 (2015)	Investigation         Price         Bit         Dit         Dit <thdit< th="">         Dit         Dit</thdit<>	22.0100. Wrmts	Schulter Puiss Arrick 20.0 4         Schulter Puiss 20.0 4         Schulter Puiss Arrick 20.0 4         Schulter Puiss 20.0 4         Schulter Puis
90.0(Cashrant Group 10). v) 316 3.6 1.5/22.5 J Jan July TT 11.68/Ravin City WV-v 5204 ft.01 1.5 5.6 Jan July TT 21.58/Ravin City WV-v 5204 ft.01 1.5 5.6 Jan July TY 69.4/Ravin Userial Cro 5a. v 527 115.0 3.2/27.2 Apr Nov. 53.55.ap Group 2008 257 15.76 2.6 2.5 Jin Sep. 47 56.7/Rott. De Rhat 2/29. v 644	50.38cmtell	3.67 Anaberge lin, Mic., y         13.4134.972.5         Dec, Jug; J.           120. Co., Co.,, y         13.4134.972.5         Dec, Jug; J.           130. 7 American Tr., B.         14.7         3.9         3.4         Oct. May           16.6 Anerican Tr., B.         17         4.1         2.0113.5         Sept. Agr         14.3           309. S Anabe & Orage Trait, J.         17         4.1         2.0113.5         Sept. Agr         14.3           2.76 Architemets Inc., y         11         4.1         2.0113.5         Sept. Agr         14.3           3.96 Do. Cao, 500, y         11         0.11c.4.85         A.721.21         Agr, Feb. 428         3.78	1.740b Warrants	4.77[Lendu Hidgs, So
42.95 Junit         92.95 July         17.36 J. 77.30 J. 77.37 J.         Feb. Sept.           11.755.05.05.05 July         88         13.15 5.11 3.4         May Dec.           127.46 J. 77.37 July         88         13.15 5.11 3.4         May Dec.           127.46 JULy         98         13.25 3.9 J13.2         Aur Dec.           132.90.07 40c PM         98         74.94 4.94 2.211 Juny Luly         Aur Dec.           22.27 Thamb TV         94         45.50 4.35 5.5         Jan. Juny 4.4           32.53 JULy         10.50 6.13 3.4         Jan. May 4.4         Jan. Juny 4.4           32.547 (100 10.0	12.67Emg & Usani Fyn I Dr. v 53.0Erostin Groupv 18.6/Ets. & Agencyv 18.6/Ets. & Agencyv 18.6/Ets. & Agency	26.60x type to the 120ne v 1995 105 2 % 6.627.2 Mar Set 2006 9.4005 Employed the 120ne v 1995 105 2 % 6.627.2 Mar Set 2006 0.4000 wrts 100	Finance, Land, etc Bartes Price Die Vrid Last Disidents Price Die Vrid Last Disidents Price 1228.C. Holdings 59	172 /Randforth Sci. R2, 1284/01250410.01.5.11 Mar Sept 3767 1225/mar 6 Ast Mar. 18 - 9.3 March - 2.08/cmm.arg.phit. jp. 15 1.225/mar 6 Ast Mar. 18 - 9.3 March - 2.08/cmm.arg.phit. jp. 19 2.34West Ruef Riser 8 Ast Mar. 19 2.34West Ruef Riser 9 Ast Mar. 19 2.34West Ruef Riser 9 Ast Mar. 19 4.58Low 5 mar. 19 4.5
MOTODC ATDODART TOACCO	T12         T12 <tht12< th=""> <tht12< th=""> <tht12< th=""></tht12<></tht12<></tht12<>	47.11         Do. Cap. (E1)	D. J. Openning and the r. J. Bary         201	87.11ERC0 R0.50
181.0FR Group	40.7 HINOCO 100	JDH (Borryton F ar Exet., p         481         2.1         0.7         1.3.2         Aug Apr 25/4           5.33         Do. Warads 78-70, 2766         -         -         -         -         -         2.375           5.43         Do. Warads 78-70, 2766         - <td>Bit School Bross</td> <td>39,6Biywoor 35:</td>	Bit School Bross	39,6Biywoor 35:
9.421 acids With manufactory 87, 2013.1122.5 daily Row 1416	14.7) Kentkin Prop. Sp., y       74       3.72       5.67       8.5       Jace Rov       71         315.9 Lating Properties       82       10.25       2.6       3.4       May Nov       71         315.9 Lating Properties       825       10.25       2.6       3.4       May Nov       71         315.9 Lating Properties       825       10.25       2.6       3.4       May Nov       71         286.7 Land Scowthers SL       564       0.5       51       10.25       2.6       3.4       May Nov         286.7 Land Scowthers SL       564       0.6       544       0.076       10.6       -       July       376         109.4 Glo. Loss 50       506       666       6.6       2.10       9.074       10.1       10.7 <th>20 Optimized Address Graf Add U.S.A. 1711/Aug. June 523 3.825 moor Odal law w 3 31 7.650c, hc 100p,</th> <th>44.8 (Fract Group</th> <th>475 Western Area Mars Mars 1050 (6 512) ZMars Sept. 117 (6 10 Since Increased or resamed 82.0Zandpas 10c</th>	20 Optimized Address Graf Add U.S.A. 1711/Aug. June 523 3.825 moor Odal law w 3 31 7.650c, hc 100p,	44.8 (Fract Group	475 Western Area Mars Mars 1050 (6 512) ZMars Sept. 117 (6 10 Since Increased or resamed 82.0Zandpas 10c
22.0 and ber with a set of the se	63.904constraine Ests. 5n. v 13985 18.5 8.9113.2 Mar Aug 45.894Mowatt Gran 100. v 53 g0.5 1.331.10 Aug Dec 722 Children trans 100. v 53 g0.5 1.331.10 Aug Dec	7 50/Pachton & Gen	26.0 Do. 74 pcb: 2000-05 y 5194(074, %1, 7.5, 3.4 Apr Occ. 13203 301.9 MAJ 5p	Territor Rear Di Sa 1 0000 SUSTINI DE SUSTINI - X CONT CON DR AND THE SHARES WINDI DIAY AND FAIR TOP
21.218PP Hittern 10p	56.1Patnerston ildige. v/ 56.8Patnerston ildige. v/ 51.8Patnerston ildige. v/ 51.8Patnerston ildige. v/ 51.8Patnerston ildige. v/ 51.8Patnerston ildige. v/ 52.2Pennert Prop. 10v/ 52.2Pennert Prop. 10v/ 57.9Privez Martines 10s/ 44.33.51.1028.111 January v/ 40.3846/prop. Sec. Inc. 2006. 31.4Prop. Sec. Inc. 2006. 38.4Prop. Sec. Inc. 500	1.550b.         Wrrs.         31         0.7         0.45110         December         W           305.9         Filmming Janam	108.248         Hone Lowe 159         108         7.01         0.02111         Jan July 9458           82.100.75 to the Profy         52         7.2         8.12.100.75         109         7.2         12.21212         Jan July 4701           22.1 beams/street         53         7.2         7.2         8.12.10.10         Horember 3647           5.17 Occssa Conc	255 De yet 00 Julies       215 De yet 00 Julies <td< td=""></td<>
26. Skioene Goundlez,, v 156. Skioene Goundlez,, v 35. Skine, Bac Goundlez,, v 35. Skine, Skine,, v 35. Skine,,	34.0Recelerctron form 20, 8 99 13.9 5.827.4 May 38.3Rection forms 20, 8 99 13.9 5.827.4 May 408.3Reating 20, 8 675 14.6 0.314.11 Occurrence	0.911 Do. Warrants	143 Single & Pristanders     7     2.0     3.4     How, May 4028       25 Sinith New Cost. J.     12     8.6     50.10     7121     13.4     How, May 4028       35 Sino. Chr Pri 500 V     12     8.6     10.7     12.3     13.4     How, May 4028       36 Sino. Chr Pri 500 V     13.3     3.4     How, May 4028     13.4     How, May 4028       13 ASimit 100p     13     4.5     3.4     How, May 402     13.4     How, May 402       20.01 Frequencies Grab Sinit     20.01     13.3     3.4     How, May 402     14.5     3.4     How, May 402       20.01 Frequencies Grab Sinit     20.01     13.3     3.4     How, May 402     14.5     3.4     How, May 402       20.01 Frequencies Grab Sinit     20.1     2.3     3.4     How, May 402     14.5     14.5     14.5     14.5       20.01 Frequencies Grab Sinit     13.5     5.6     9.5     14.7     14.5     14.5       20.01 Frequencies Grab Sinit     13.5     5.6     9.5     14.7     14.5     14.7     14.5       20.01 Frequencies Grab Sinit     14.5     14.5     17.15     14.6     14.7     14.5       20.01 Frequencies How Frequencies Grab Sinit     14.5     17.16     14.6     14.5 <td>9733       Blace, Am, God PL., 130. Glacymonal Soc.       13. Socient PL., 130. Glacymonal Soc.       13. Socient PL., 130. Glacymonal Soc.       13. Socient PL., 130. Socient PL.</td>	9733       Blace, Am, God PL., 130. Glacymonal Soc.       13. Socient PL., 130. Glacymonal Soc.       13. Socient PL., 130. Glacymonal Soc.       13. Socient PL., 130. Socient PL.
2241 Meet International	111         111 <td>29.5Greeffriat law</td> <td>25.6440mtic Res (rs. 03.9) 13.1</td> <td></td>	29.5Greeffriat law	25.6440mtic Res (rs. 03.9) 13.1	
13 defend Samt Jac P 11 10 2078 2 7 10 12 Feb Sep 92 3 defension Grb	100.6 Warner Edite 55. v 205 m 16.251 4.1 5.6 44.2 July Hard 125.5 Warnington	8 52 Do. Cap. 22	40.9(Calm Energy £1	Zero Structive Gold         III         IIII         IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII
32 Section and Hidgs	CHITODING .	20.504         4.6         20.004         18.7912.628.12         July Jas.         41           34.3         Do. 2d Cas. 48         18.7912.628.12         July Jas.         41           2.601         Carrie P. 5.004         10.040         0.28.5         June         41           2.951         Do. Warrants	90.402.104 pc 2013.4 595 (101 4113 8.5 December 5091	Type Training Milling         Sector
45.3 Sicold Gressies: T.S., v S94 77.5 3.3 28.127 Apr Oct 2719 25.6 Coddical Gross 20 y 173 94.5 3.130.1 Apr. Oct. 2723 7.754 freed (1)	14. Understa 17 managert	1 ADMINISTRATE PS. 6 224 F7.8 4.91212 April 179.9Morray locale F56 224 F7.8 4.91212 April 59.9Marray locale F56 227 H9.0 5.513.3 Aug May Jon 19.9Marray local F56 227 H9.0 5.513.3 Aug May Jon 15.4Marray Self Harles, y 12.0 1.31411 Jan Oct.	22.347 Arianes Ind. 20.2 y 12/2 Windowski Pet. 20. y 27 	67. 3WG & Kalgoorile Sc. 40       40       412c       \$15.10       Mr. Jy Oct (2720)       Countaulds
10.         10. <th10.< th=""> <th10.< th=""> <th10.< th=""></th10.<></th10.<></th10.<>	SHOES AND LEATHER 30.06711 Group v 243 79.01 4.4(13.3) Jan May 2541 5.577 uture Hidds. 59 7 144 1.251 1.117.4 Jan May 2540 6.979 undired Group J. 77 10.06 Jan Berly 1.200 7 1224 8.119711.4 Jan May 2540 8.119711.4 Jan May 2540 5.975 13.3 Jan May 2540 5.975 13.4 Jan May 2540 5.975 13.	3.12         100. New WITCL::         F6.0         8.5         3.4           28.64bb. Srt. Caratian B         9.0         2.822.5         Nov July 27         7           28.64bb. Srt. Caratian B         9.0         2.822.5         Nov July 27         7           13.9horth Sca Acress Sp. r         9.0         2.822.5         Nov July 27         7           13.9horth Sca Acress Sp. r         9.0         2.822.11         A.6         October 7           13.9horth Sca Acress Sp. r         9.0         2.822.13         A.7         August 12           2.0costan Devicyment -         42.2         1.3         Aratust 5.0         1.4         August 12           15.701/m Corv. 18         9.1         1.8         1.4         August 12         1.4           2.0000 Zero Corp Pf         9.1         0.85         0.513.3         April 13           1.47000. Warrets         9.1         0.85         0.513.3         April 13           3.36         0.0         1.4         1.3         April 14           3.37         Do. Warrets         9.1         0.85         0.5         1.9           3.38         Do. Warrets         9.1         0.85         0.5         0.5         1.9 <t< td=""><td>01 (bit.1952/91.1.97) [1185-1 (010%) 9-322-51 (281 Jit?) 7-89 - 90 (21 Pet Cont</td><td>273       Symmetric and Hindes State       142       42.5       7       1</td></t<>	01 (bit.1952/91.1.97) [1185-1 (010%) 9-322-51 (281 Jit?) 7-89 - 90 (21 Pet Cont	273       Symmetric and Hindes State       142       42.5       7       1
200.000 rtm Optin 100-3 44.500 55 up Co V/r	9.95/Abercam NPV	7.75         7.75         1.01         2.64         6.65         July         2.01           17.75         100         2.55         0.51         9.00         0.000         100	55. of wall of a Soci. Ber. W. 201 56. 3 Windowsen, 00 599 26. 3 Windowsen, 00 599 27. 4 June 10. 3 AD7.4 Oct June 10. 4 AD7.4 Oct June 10.	Transport Explaint     25
	. <b>k</b>	ł.	١	

.

 $\ell_{\rm es}$ 

....

•

.

;

. .

-

• 3.

τ.

· \* .

. ' . .

.

. 1

1.

Ç., 1.

> ••••

1

. '

΄; 1.00 . .

• • •

.

÷

. . .

-

.

.

## CURRENCIES, MONEY AND CAPITAL MARKETS

#### FT-ACTUARIES WORLD INDICES

Jointly compiled by The Financial Times Limited, Goldman, Sachs & Co., and County NatWest/Wood Mackenzie in conjunction with the Institute of Actueries and the Faculty of Actuaries

coosensus; some economists believe the dollar will weaken in the long term while others Last Thursday it was the think the currency will be even failure of the dollar to break

think the currency will be even stronger six months from now. Mr Mark Brett, economist at Barclays de Zoete Wedd, believes it is time to take prof-its in the dollar and that it is likely to see a setback within the next two months. There is a strong line of technical sup-port at DM1.96 and Y140. Mr Brett says the near-term weakness will be the result of the currency going up too far too fast, hut in the longer term

E IN NEW YORK

CURRENCIES AND MONEY REVIEW

mooth and to DM2.15 and Y161.00 by mid-September.

Taking two views of the dollar

CURRENCY RATES

dollar. This would use up Japan's considerable currency reserves of around \$100bn in abont 5 months.

European central banks cannot be as aggressive however. If the Bundesbank made a similar commitment to sell the dollar it would run ont of reserves in about half the time.

Clearly the central banks will not use their reserves at anything like this rate. Mr MacKinnon says he believes the Group of Seven must adjust npwards target zones for the dollar. There will be an opportunity at the economic summit acheduled for mid-July. He sees the dollar

THE OUTLOOK for the US dollar remains rosy according to the market. but its prospects could depend on whether you take a short, medium or long term view. Making the wrong decisions it may be useful to look at the overall market assessment. Not surprisingly there is no strong coosensus; some economists believe the dollar will go up to believe the dollar will weaken to four the dollar will go up to 1000 Market assessment. Not surprisingly there is no strong coosensus; some economists believe the dollar will weaken to four the dollar will go up to 1000 Market assessment. Not surprisingly there is no strong coosensus; some economists at the dollar will go up to 1000 Market assessment. Not surprisingly there is no strong coosensus; some economists at the dollar will go up to 1000 Market assessment. Not surprisingly there is no strong coosensus; some economists at the dollar will go up to 1000 Market assessment. Not surprisingly there is no strong coosensus; some economists at the dollar will weaken at the dollar will wea

international economist at James Capel, takes a more bearish view in the longer term. He forecasts that DM210 and Y155 will be touched in the and Y155 will be tonched in the near term, but that the dollar will peak in the third quarter. He says it will weaken over the rest of the year, partly as a result of a renewed deteriora-tion in the US trade deficit, as the dollar's rally takes its toll of exports. James Capel expects the dollar to be back within the previous G7 bands of DM1.70 to DM1.90 and Y120 to Y140 by the end of the year. to Y140 by the end of the year. Colin Millham

NATIONAL AND REGIONAL MARKETS	HADAY JUNE 18 1983				THURSDAY JUNE 15 1969		DOLLAR INDEX					
Figures in parentheases show number of stocks per grouping	US Dellar Index	% change since Dec.30 '88	Pound Starling Index	Local Currency Index	% change local cur- rency since Dec.30 '88	Gross Div. Yield	US Dollar Index	Pound Sterling Index	Local Currency Index	1989 High	1989 Low	Year ago (approx
Australia (86).	131.43	- 9.0	127.03	116.22	+3.2	5.07	130.08	127.01	116.37	157.12	128.26 92.84	146.55 88.95
Austria (19)	121,59	+26.7	117.51	125.92	+42.1	2.07	120.10	117,26	126.70	124.16	125.58	122.5
Belgium (63)	127.60	- 5.8	123.32	131.69	+5.8	4.17	125.58	122.81	131.93	137.10	124.67	126.2
Canada (124)	139.23	+ 10.9	134.58	120.73	+11.3	3.29	138.87	135.59	120.57	141.80		128.8
Denmark (38)	193.59	+13.6	187.11	204.13	+28.4	1.65	189.74	185.28	203.16	193.59	165.35	
Finland (26)	140.41	+7.3	135.71	130.97		1.60	137.75	134.49	130.94	159.16	125.81	138.2
France (128)	118.33	+ 1.1			+ 14.6	3.08	115.54	112.81	124.46	122.79	112.57	95.9
	84.96		112.44	123.41	+ 12.9			81.58	87.93	90.40	79.56	77.2
Wast Germany (100)	97.94	-34	82.11	88.01	+8.5	2.31	83.56	95,48	97.83	140.33	68.41	109.2
Hong Kong (49)		12.4	94.66	97.93	- 12.6	5.51	97.79	127.32	139.10	151.36	125.00	139.3
reland (17)	132.10	+0.2	127.67	138.95	+12.6	3.03	130.41		83.58	86.68	74.97	70.7
taly (97)	82.86	-2.7	80.08	89.36	+7.6	2.49	81.07	79.15	155.29	200.11	164.22	174.5
Japan (455)	168.83	-11.6	163.17	155.28	+2.6	0.51	164.22	160.34		185.03	143.35	146.3
Malaysia (36)	179.16	+24.9	173.16	187.10	+25.0	2.57	177.42	173.22	186.44	255,88	153.32	172.5
Mexico (13)	265.88	+58.1	247.31	664.45	+64.2	0,76	241.41	235.70	653.39	122.22	110.83	106.2
Netherland (42)	117.07	+4.1	113.14	119.82	+18.6	4.81	115.29	112.56	119.92	76.02	62.64	83.6
New Zeeland (24)	65.58	- 3.0	63.38	81.15	+7.3	6.07	64.38	62.86	60.59		139.92	123.2
Vorway (25)	171.42	+23.4	165.67	167.81	+ 35.6	1.58	169.59	165.58	169.19	196.39	124.57	122.2
Singapore (26)	159.57	+27.6	154.22	144.28	+28.7	1.92	157.64	153.91	143.37	161.98		129.8
South Africa (60)	139.45	+ 19.3	134.78	128.74	+29.0	4.23	137.88	134.62	125.58	144.68	115.35	160.6
Spain (43)	145.42	-2.0	140.55	141.40	+11.0	3.57	144.87	140.98	142.13	156.17	143.14	122.3
Sweden (35)	162.63	+ 12.5	157.18	161.49	+23.2	2.18	160.06	156.27	181.18	162.63	138.45	81.5
Switzerland (57)	77.05	-1.3	74.46	82.18	+ 13.0	2.48	75.13	73.35	81.40	79.76	67.81	137.0
United Kingdom (314)	135.94	+0.5	181.38	131.38	+ 18.5	4.44	133.76	130.60	130.60	153.33	133.28	
USA (557)	131.09	+15.8	126.70	131.09	+ 15.8	3.42	130.63	127.54	130.63	133.96	112.13	110.3
Europe (1005)	114.79	+01	110.94	115.41	+14.8	3.56	113.03	110.36	115.13	121.70	112.63	108.9
Nordic (125)	158.06	+ 13.2	152.77	154.07	+25.0	1.85	155.36	151.68	153.80	158.06	137.95	170.8
Pacific Basin (676)	164,77	- 11.8	159.25	151.68	+2.5	0.75	160.44	156.65	151.67	194.72	160.44	146.0
Euro - Pacific (1681)	144.85	-8.1	140.00	137,12	+6.1	1.66	141.56	138.21	137.01	164.22	141.56	
North America (687)	131.49	+ 15.5	127.08	730.45	+ 15.5	3.41	197.03	127,93	130.01	133.73	112.79	111.1
Europe Ex. UK (691)	101.30	-0.3	97.91	105.53	+11.6	2.90	99.80	87.44	105.55	105.29	96.90	91.4
Pacific Ex. Japan (221)	116.07	-6.8	112.18	106.44	-0.2	4.90	115.10	112.37	106.36	197.85	111.93	126.4
Norld Ex. US (1878)	144.67	-7.3	139.82	136.67	+6.5	1.74	141,49	138,15	136.55	162.77	141.49	145.2
World Ex. UK (2121)	139.17	-0.7	134.50	135.10	+8.5	2.10	136.98	133.74	134.92	146.04	136.98	131.2
Norid Ex. So. At. (2375)	138.88	-0.7	134.27	194.80	+9.3	2.29	136.67	133.44	134.56	146.65	136.67	131.7
Vorid Ex, Japan (1980)	124.81	+6.8	120.62	124.31	+ 14.7	3.53	123.82	120.90	123.93	126.50	114.51	111.2

C IN NEW YORK CURRENCY RATES	CURRENCY NOVEMENTS OTHER CURRENCIES	World Ex. So. At. (2375) 138.88 -0.7 134.21 194.80 +8.3 World Ex. Japan (1980) 124.81 +6.8 120.62 124.31 +14.7	2.29 136.67 133.44 134.56 146.65 136.67 131.76 3.53 123.82 120.90 123.93 126.50 114.51 111.22
June 15 Close Olice June 16 rate Drawing Carroncy / Swith 1 5305,1 5405 1,5455,1 60	Jane 1.6 Bank of Morgan <sup>44</sup> Jane 1.6 E S Expland Expland Carry Changes % Argenzina 206.50 - 309 85 199.00 - 2011.00 Argenzina 206.50 - 20985 1 199.00 - 2010.00	The World Index (2435) 138.86 -0.6 134.21 134.74 +9.6 Base values: Dec 31, 1966 = 100; Finland: Dec 31, 1967 = 115.037 (US \$	Index), 90,791 (Pound Sterling) and 94.94 (Local); Nordic: Dec 30, 1988 -
£.Sprt.         15395-1.5405         1.545-1.b0         Sterflag 8         1.24054         1.47961           1 exorth         0.580-0.55pc         0.60-0.56pc         Sterflag 8         -         1.24054         1.47961           3 months         1.65-1.75pc         1.90-0.187pc         U.S.Dolfar         -         7         1.2134         1.0327           12 months         6.70-6.40pm         7.08-6.98pc         Canadias 5         -         5         1.7581           Forward premiums and discounts apoly to the US dollar         Belogan France, 7.75         51.8430         4.3389	Jamin Ling         Index         Change %         Argenma         306.50-399.85         199.00-201.00           Spring	138.65 (US \$ (ndex), 114.45 (Pound Sterling) and 123.22 (Local). Copyright, The Financial Times Limited, Goldman, Sachs & Co., and Co	unty NatWest Securities Limited. 1987
Januarita         D Sp. 6, 53 mor         G S-0 Stem         Starling J         1         1.21334         1.03237           3 months         1.670-6 40gm         1.90.187 mor         1.90.0147         1.21334         1.03237           12 months         6.70-6 40gm         7.08-6.980m         Canadias S         1.21334         1.03237           Forward premiums and discounts apply to the US dottar         7         1.40544         1.2339         4.53349           STEERLING INDEX         Forward premiums and discounts apply to the US dottar         Particle Mark 4.50         2.47546         0.0304           STEERLING INDEX         Forward premiums and discounts apply to the US dottar           Jame 16         Previous         Starling J         1.21334         4.33399           Jame 16         Previous         1.2134         4.33701           Jame 16         Previous         1.247546         2.13327           Jame 16         Previous         1.12324         4.33702           Jame 16         Previous         1.1270         2.1704 <t< td=""><td>Jank: 1.6         Erginal Intelling         Contractive Line of the Processing Sciences         American Line of the American Sciences         June Oct (1) (2) (2) (2) (2) (2) (2) (2) (2) (2) (2</td><td></td><td></td></t<>	Jank: 1.6         Erginal Intelling         Contractive Line of the Processing Sciences         American Line of the American Sciences         June Oct (1) (2) (2) (2) (2) (2) (2) (2) (2) (2) (2		
Jane 16 Previous Handler 17 and 19 19 19 19 19 19 19 19 19 19 19 19 19	Series Franz         106.7         +15.7         Losenboorg         64.00-64.10         41.70-41.80           Guidder         110.0         +13.0         Hetapuis         4.1325-4.1455         2.710.0         2.730           Preach Franz         90.9         -15.9         Hetapuis         3650.00         2370.00         2.260.00           Lira         90.5         -19.4         H. Zasland,         2.7010.2         2.260.00		BASE LENDING RATES
Bits         Bits <th< td=""><td>Ura</td><td>EUROPEAN OPTIONS EXCHANGE</td><td></td></th<>	Ura	EUROPEAN OPTIONS EXCHANGE	
	1985-100 mins at torianels. SA (Fri 62795-64115 4110-42015 7alma	Ang. 89 How. 89 Feb. 90 Serves Vol Lett. Vol Lett. Vol Lett. Stock	ABN Bank 14 City Merchants Bank 14 Mount Banking 14 Adam & Coropany 14 Chydealade Bank 14 Rat Bit, of Kewalit 18 AAB Allied Arab Bk 14 Coron. Bit. N.East 14 Rat Westaalister 14
3.00 pm		Cold C         \$ 370         66         8.90         33         37.50	Alled kick Bank 14 Co-operative Bank 714 Hormeny Bank Lug 14
EURO-CURRENCY INTEREST RATES	Jenelo SPOT- FORWARD AGAINST THE POUND	Jan. 09 Jail. 09 Aug. 89	Authority Bast 14 Danker Bast PLC 14 Protectal Bant PLC 15 B & C Merchant Bank 14 Dancan Lawrin 14 R. Raphael & Sons 14
June_16 Skiert 7 Days Gine Hinne Suit Gine Hondard Your	Spread         J.S. J.S. J.S. J.S. J.S. J.S. J.S. J.S.	EDE         Index         C         FL         255         90         #6.400         -         -         -         -         FL         311.51           EDE         Mater         C         FL         205         146         41.406         -         -         -         FL         311.51           EDE         Mater         C         FL         205         146         41.406         -         -         -         -         FL         311.51           EDE         Mater         C         FL         205         -         -         -         FL         311.51           EDE         Mater         C         FL         205         712         31.406         3         32.50         -         -         -         FL         311.51           EDE         Index         C         FL         205         71         20         27         -         -         -         -         -         FL         311.51           EDE         Index         C         FL         300         264         21         14         2         14.50         6         -         -         -         -         -         -	Bank of Sarudz 14 Equatorial Bank pic 14 Rontaryine 6' rantee 14's Banco Billaco Viztagia 14 Exeter Tinsk Ltd 14's Reyal Bk of Scetland 14 Bank Hancellan 14 Financial & Gen. Bank 14 Royal Tract Bank 14
Sterling 134-127, 134-134, 14-137, 143-144, 144-144, 144-144, 144-144, 155 Contar 155 Contar 125-127,	US	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Bark Credik & Comm. 14 First National Bank Pic. 15 Sonith & Willmond Sers. 14 Bank of Cyms
Sa France 76-75 75-75 75-75 75-75 75-75 75-75 75-7 Descenare 65-65 85-65 75-65 75-75 75-7 Participation 10-10-10-10-10-10-10-10-10-10-10-10-10-1	Dominant         Diff.         Diff. <thdif.< th="">         Diff.         Diff.         <t< td=""><td>Enclander FL 300 2411 11.40 b 274 1.0 2 14.50 b FL 311.51 Enclander C FL 300 2735 b.70 a 629 11 22 1250.60 FL 311.51 Enclander C FL 310 1308 1.50 965 7.50 70 1.030 6 FL 311.51 Enclander C FL 315 96 0.10 275 5.30 4 7.70 FL 311.51 Enclander C FL 315 96 0.10 275 5.30 2 5 3.0 FL 311.51 Enclander C FL 315 97 - 62 1.20 5 3 a FL 311.51 Enclander FL 275 - 62 1.20 5 3 a FL 311.51</td><td>Bank of Scotland 14 Circland 14 United Bk of Kowait 14 Bank of Scotland 14 © Gainness Michon 14 United Micrahl Bank 14</td></t<></thdif.<>	Enclander FL 300 2411 11.40 b 274 1.0 2 14.50 b FL 311.51 Enclander C FL 300 2735 b.70 a 629 11 22 1250.60 FL 311.51 Enclander C FL 310 1308 1.50 965 7.50 70 1.030 6 FL 311.51 Enclander C FL 315 96 0.10 275 5.30 4 7.70 FL 311.51 Enclander C FL 315 96 0.10 275 5.30 2 5 3.0 FL 311.51 Enclander C FL 315 97 - 62 1.20 5 3 a FL 311.51 Enclander FL 275 - 62 1.20 5 3 a FL 311.51	Bank of Scotland 14 Circland 14 United Bk of Kowait 14 Bank of Scotland 14 © Gainness Michon 14 United Micrahl Bank 14
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	Idia         2212         2225         2214+22154         5-36 mpm         21.7         22-10 mt         199           Romaty         1104:10.01         10.60:10.77         34-35 person         31.2         84-74 person         31.2         84-74 person         5.06           France         10.25%         10.45%         10.277         10.36         44-4 person         5.06         1354-134 person         5.16           Sweeten	EDC Index P FL 300 62 120 5 34 FL 31151 EDC Index P FL 300 324 210 4 4 FL 31151 EDC Index P FL 300 250 0.10 1998 3200 114 520 FL 31151 EDC Index P FL 305 0.10 1998 320 114 520 FL 31151 EDC Index P FL 310 3400 0.10 2480 5 121 7.30 FL 31151	Barchars Bank 14 O Hambros Bank 14 Western Trast 14 Berchmart Bank PLC 14 Heritable & Gen twy Brik. 14 Westpac Bank Corp. 14
	IS         15200-15500         15335-15560         0.55-0.500m         4.19         1.64-1.64cm         4.34           Candd         1.12285-1.4475         1.8700-1.1270         0.25-0.500m         1.27         0.7-0.25cm         1.37           Retherman         6.33-0.644.5         64.00-1.0370         0.25-0.500m         1.27         0.7-0.25cm         1.37           Retherman         6.3-0.644.5         64.00-64.10         31-72mm         5.2         80-85mm         5.50           Demark         1.1651-11.971         1.1883-1.1875         0.59-0.55cm         5.2         80-85mm         5.50           Demark         1.1651-11.971         1.1883-1.1875         0.59-0.55cm         4.66         1.44-1.30m         4.70           W. Samar         1.05-3.06         305-3.06         305-3.06         1.1955.11.675         0.59-0.55cm         4.06         1.44-1.30m         4.70           W. Samar         1.05-3.06         305-3.06         1.05-30.06         1.07-220.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07         1.05-30.07	EOE Index C         FL 303         2735         A.70 a         629         711         721         1230 6         FL 311.51           EOE Index C         FL 310         1108         150         975         750         70         70         70         71         71.53         6         FL 311.51           EDE Index C         FL 310         1108         150         975         5.30         4         17.70         71.311.51           EDE Index C         FL 320         -         '69         5.40         2         5.33         FL 311.51           EDE Index P         FL 275         -         '69         5.40         2         5         3         FL 311.51           EDE Index P         FL 275         -         '69         5.20         4         4         FL 311.51           EDE Index P         FL 300         -         '324         2.10         4         4         FL 311.51           EDE Index P         FL 300         -         '324         2.10         4         4         FL 311.51           EDE Index P         FL 306         250         0.10         1288         3.20         114         5.20         FL 311.51           EDE Index	Berliner Bank AG 14
Long term Eurodollars: two years 94-94, per cent; three years 94-94, per cent; then years 94-94, per cent; the years 94-94, per cent atomical, Short term rates are call for US Dollars and Japanese Yea; others, two daps' notice.	Conserved rates to serve the end of London trading. Belden rate convertible transf. Financial franc 64,15-64.25 . Sto-booth forward deliar 3.35-3.30cpm 12 nanotio 6.40-4.30cpm	Example         FL 280         712         31406         3         32506           FL 31151           Example         FL 286         31         26.406         20          FL 31151           Example         FL 286         31         26.406         20         27          FL 31151           Example         FL 280         607         21.406         9         23.5         2         25         FL 31151           Example         FL 280         607         21.406         9         23.5         2         25         FL 31151           Example         FL 280         677         21.406         274         14         2         16.506         FL 31151           Example         FL 300         253         6.708         265         7.50         70         10.506         FL 31151           Example         FL 3005         9         6         10         275         5.30         70         10.506         FL 31151           Example         FL 3005         9         6         10         276         3.20         11.4         5.20         FL 31151           Example         FL 3005         -	Bankness hitge Tst
EXCHANGE CROSS RATES	DOLLAR SPOT- FORWARD AGAINST THE DOLLAR	EDE Linder         FL 210         1730         3.60 a         1776         7.50         31         10.50         FL 311.51           EDE Linder         FL 310         1370         3.60 a         1976         7.50         3         10.50         FL 311.51           EDE Linder         FL 310         1370         3.60 a         1976         7.50         4         10.50         FL 311.51           EDE Linder         FL 210         6         14.20         7         14.70 a         -         -         FL 224.35           SYF1C         FL 225         444         9.70 a         5         10.50         -         -         FL 224.35           SYF1C         FL 225         449         0.05         501         4.20         4         4.90 a         FL 224.35           SYF1C         FL 2205         459         0.05         142         2.50 a         112         3 a         FL 224.35           SYF1C         FL 2205         459         0.05         142         2.50 a         112         3 a         FL 224.35           SYF1C         FL 220         905         0.05         142         2.50 a         122         3 a         FL 224.35 <td< td=""><td>Chartertones Bank 14 Herdwaj Bank Lid 14 Savenice 8.5%. Top Tier-£10,000 + Catibank MA 14 Minitani Bank 14 Instani access 12.8% &amp; Mertgage base</td></td<>	Chartertones Bank 14 Herdwaj Bank Lid 14 Savenice 8.5%. Top Tier-£10,000 + Catibank MA 14 Minitani Bank 14 Instani access 12.8% & Mertgage base
June_16 £ \$ 044 Yes F.Fr. S.Fr. H.FI. Lisu C.S. B.Fr.	June,16         Exp?1         Class         Our match         %         Three         %           Ukt         spread         Class         Our match         p.a.         examps         p.a.           Ukt         1.5200-1.2500         1.5305-1.2506         0.250.0.55pps         4.19         1.64-1.64pps         4.34	jel, 29 Oct. 89 Jan. 90	Martyage Express Ltd., &13.75 redu. 5 Demand deposit 9%, Martyage 13.25% - 14%
£         1         1.534         3.056         221.5         10.38         2.638         3.440         221.5         1.837         64.05           \$         0.652         1         1.793         146.6         6.767         1.720         2.243         1444         1.199         41.75	Ukr         15200-15500         15375         15365         0.55 are         1.9         1.44 1.44 are         4.34           Irelawir         1.3200-15500         1.5376         1.5900         1.5200         1.5000	ABM C         FL 45         187         0.40         726         110         187         2         FL 4280           Arson C         FL 105         63         120         34         350         -         -         FL 101.50           Arson C         FL 105         63         120         34         350         -         -         FL 101.50           Arson C         FL 125         68         260         253         550         -         -         FL 121.50           Aran C         FL 1160         1265         9.50         515         3.400         11         5.50         FL 109.50	
DMI         0.327         0.502         1         73.02         3.394         0.663         1.125         724.3         0.401         20.45           YEN         4.476         6.870         13.69         1000.         46.45         11.81         15.41         9714         8.227         286.5           T         0.01         10.01         10.01         46.45         11.81         15.41         9714         8.227         286.5	Dentart	Akan C FL 160 166 0.60 515 3.60 21 5.50 FL 14950	
Fr.         0.963         1.478         2.945         215.1         10.         2.540         3.314         2134         1.770         61.71           S Fr.         0.379         0.582         1.159         84.85         3.935         1         1.304         839.7         0.6%         24.26           H St.         0.201         0.464         0.889         4.491         3.012         0.277         1         44.39         0.514         18.63	Witchmann         1.42.1         1.77	Americ 11.55 642 0.70 963 2.90 4 3.20 FL 33.30 Americ 11.55 642 0.70 963 2.90 4 3.20 FL 33.30 Americ 11.55 1.60 10 10 10 10 10 10 10 10 10 10 10 10 10	
H FL Lina         0.291 0.451         0.496 0.597         0.899 1.581         46.91 1.003         1.017 4.666         0.757 1.153         1 4.553         64.91 0.029         0.524 23.92           C 9 8 Fr.         0.544 1.295         0.595 4.774         121.6 3.626         5.651 1.019         1.751 1.191         1256 1.235         1 2.756         1 2.856         1 0.02	Normalization         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)         1710-1720 (170-170)	Cast-Brac, C         FI_36         122         0.56         524         2         1         1         2.80         FI_36.40	
8 Fr. 1561 2,395 4,774 348.6 16.21 4,114 5,371 3458 2,868 100. Yen per 1,000; French Fr. per 10; Ura per 1,000; Belglan Fr. per 100.		With Burger         FL 120         H49         6.50         411         9.70         22         11.70         FL 121.00           Heingkown C         FL 110         H50         400         102.31         9.03         11.70         FL 121.00           Heingkown C         FL 115         558         4.40         102.32         10         243         11.70         FL 114.70           Heingkown C         FL 115         558         4.40         102.32         10         34.00         FL 114.70           Heingkown P         FL 115         568         4.40         102.32         10         34.00         FL 114.70           KLU C         FL 50         11.3         1.10         708         3.50         79         4.71         FL 48.00           KLU P         FL 50         11.30         100         12.3         5.00         74         4.74         6.03.00           KLU P         FL 50         12.00         12.3         7.50         4.77         7.44.00         12.3         7.50         4.74         7.44.00         12.3         7.50         4.74         7.44.00         12.7         7.50         -         FL 40.20         1.75         7.50         7.50	
MONEY MARKETS	Commercial process forwards the end of London tracking, UK and Information are specific in US correctly, Forward providents and decounts apply to the US dollar and not to the individual correctly. Beigian rate is for convertible trans. Financial franc 41,80-41.90.	KLM C         FL 50         113         110         798         2.40         81         3.90         16         FL 48.00           KLM P         FL 50         81         1.00         798         3.40         79         4         FL 48.00           KMP C         FL 50         258         1.90         123         4.40         21         5.80         FL 48.00           NEDULIYU C         FL 402         94         11         7         77.90         -         -         FL 49.750           NEL Med.C         FL 70         111         0.40         488         1.40         97         2.60         FL 65.40           Mat.Med.C         FL 70         111         0.40         488         1.40         97         2.60         FL 65.40           Patimat         FL 60         173         0.20         252         1.10         -         -         FL 65.40           Patimat         FL 40         102         2.60         1.40         97         2.60         FL 58.40           Patimat         FL 40         102         2.40         123         3.50         FL 38.40           Philips P         FL 25         2.03         100 <t< td=""><td></td></t<>	
Rates ease but Bank	FT LONDON INTERBANK FIXING	NEW WEBP         FL 10         013         1.0         706         2.40         11         3.00         FL 42.00           KLM C         FL 50         113         1.00         73         3.50         79         4         FL 42.00           KLM C         FL 50         81         1.00         73         3.50         79         4         FL 42.00           KLM C         FL 50         81         1.00         73         3.50         79         4         FL 42.00           KLM C         FL 50         28         1.90         123         4.40         21         5.80         FL 439.30           NEDULIYU C         FL 60         75         1.40         79         2.60         FL 65.40           Nat. Ned. C         FL 70         111         0.40         486         1.40         79         2.60         FL 65.40           Palling P         FL 30         102         0.80         2.40         21         3.50         FL 65.40           Palling P         FL 30         123         0.20         1.62         2.40         21         3.50         FL 58.40           Palling P         FL 30         100         0.80         80	
rejects bill offers	LLL.00 a.m. June.161 3 months US dollars 6 toombic US Dollars bid 9.5 offer 9.4 bid 9% offer 9%	Universe C FL 140 351 3.50 1.56 4.70 41 8.80 FL 141.20 Universe P FL 140 873 1.50 a 50 3.50 - FL 141.20 Xen Demonster C FL 50 1407 2.20 700 4.10 1.8 5.40 a FL 49.20 Van Owenerster P FL 40 - 205 0.70 1.0 1.50 FL 49.20	
	The fixing rotes are the artheratic means reacted to the sources one-dotternit, of the biel and offered rates for SLOm quoted by the expirate to five roteroace banks at 11.00 a.m. costs working days. The banks are Rational Westminstor Bank, Bank of Zoley, Destrict Bank, Bange Rational de Parts are Morping Generary Treat.	TOTAL VOLUME IN CONTRACTS : 71,703 A-Ast 8-Bid C-Call P-Pat	JOTTER PAD
UK INTEREST rates painted a accepted these hids it could			
rather confusing picture last have been taken to indicate			· · · · · · · · · · · · · · · · · · ·
week. Pressure eased on that base rates were about to money market rates as the rise. week drew to e close, but the This suggests there was a	MONEY RATES		CROSSWORD
week. Pressure eased on that base rates were about to money market rates as the rise. week drew to e close, but the This suggests there was a rejection of bids by the Bank of protest in the market about the England et Friday's weekly risk of taking up bills, which	MONEY RATES           NEW YORK         Treasury Gills and Bonds           (4pm)         Organoph	LONDON RECENT ISSUES	CROSSWORD No.6,963 Set by DANTE
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids hy the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous	MONEY RATES           NEW YORK         Treasury Gills and Bonds           (4prr.)         Ore month         6.30           Prime rate         11         There exact         8.44           Prime rate         11         There exact         8.44           Prime rate         10         6.37         Tare rote         8.44           Prime rate         10         Stammath         8.47         Four your         6.38           Performed         00         Stammath         8.57         Scree your         6.38	LONDON RECENT ISSUES	CROSSWORD No.6,963 Set by DANTE
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids hy the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous UK classing base base isoding rate that base rates were about to rise. This suggests there was a protest in the market about the will turn out to be be loss mak- ers at present interest rates is base rates are forced ap within the life of the hill.	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4pm)         One month         6.30         There nome         8.46           Prime rate         11         There nometh         8.47         Sour point         6.48           Prime rate         11         There nometh         8.44         File yoar         8.48           Prime rate         11         There nometh         8.47         Sour yoar         6.39           Prime rate         94         Stammath         8.37         Sour yoar         6.33           Fred hands         104-yes         6.31         30-yes         6.33           Jones Lido         Oversigits         Gas of yes         There year         6.31           Jones Lido         Oversigits         Gas of yes         There year         6.31	EQUITIES	
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids hy the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous IK closing bast bass isoding rats 14 per cent krom May 24	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4pm)         One month         6.30         There nome         8.46           Prime rate         11         There nometh         8.47         Sour point         6.48           Prime rate         11         There nometh         8.44         File yoar         8.48           Prime rate         11         There nometh         8.47         Sour yoar         6.39           Prime rate         94         Stammath         8.37         Sour yoar         6.33           Fred hands         104-yes         6.31         30-yes         6.33           Jones Lido         Oversigits         Gas of yes         There year         6.31           Jones Lido         Oversigits         Gas of yes         There year         6.31	EQUITIES	
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids by the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous UK clearing back base ineding rate 14 per cont itom itay 24 about e rise in bank base rates. The Bank of Eogland	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4pm)         One month         6.30         There nome         8.46           Prime rate         11         There nometh         8.47         Sour point         6.48           Prime rate         11         There nometh         8.44         File yoar         8.48           Prime rate         11         There nometh         8.47         Sour yoar         6.39           Prime rate         94         Stammath         8.37         Sour yoar         6.33           Fred hands         104-yes         6.31         30-yes         6.33           Jones Lido         Oversigits         Gas of yes         There year         6.31           Jones Lido         Oversigits         Gas of yes         There year         6.31	EQUITIES	No.6,963 Set by DANTE
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids by the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous INK cluring heat base inclusion if per cent irom May 24 about e rise in bank base rates. The Bank of Eogland accepted bids of only fl81m for f5500m of 91-day Treasury hills on offer and hids of £81m for	MONEY RATES           NEW YORK         Treasury Gills and Bonds           (4prr)         Ore most	EQUITIES	No.6,963 Set by DANTE
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids hy the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous <b>WK Chering back base incology rate</b> 14 per cent <b>IOK Chering back base incology</b> about e rise in bank base rates. The Bank of Eogland accepted bids of only £181m for £100m of 183-day bills. This meant that the disconnt	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4prr.)         Gremonic Stressory         8.49           Prime rate         11         Gremonic Stressory         8.49           Prime rate         10         Gremonic Stressory         8.31           Prime rate         10         Gremonic Stressory         8.31           Prime rate         9.53         Gremonic Stressory         8.31           Prime rate         9.54         Stressory         8.57         Gremonic Stressory           Prime rate         6.37         6.70         6.70         8.31           Prime rate         6.37         6.70         6.70         6.70         7.70           Prime rate         6.37         6.70         6.70         7.70         7.70         7.70         7.70         7.70         7.70	EQUITIES	No.6,963 Set by DANTE
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids hy the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous its of taking up hills, which will turn out to be be loss mak- ers at present interest rates it base rates are forced up within the life of the hill. On the other hand it is possi- life to put a more optimist interpretation on the situation, hy saying that the Bank of England would not have softer and hiss of Eogland accepted bids of only £181m for £100m of 132-day bills. This meant that the discount houses - with an obligation to cover the tender each week offered to huy hills at prices	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4pm)         Gremond	EQUITIES	No.6,963 Set by DANTE           7         2         3         4         4         7         8           7         2         3         4         4         6         7         8           14         4         4         6         7         8         11
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids by the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous I tow May 24 about e rise in bank base rates. The Bank of Eogland accepted bids of only £181m for £100m of 182-day bills. This meant that the discount houses - with an ohligation to cover the tender each week offered to huy hills at prices lower than the authorities were prepared to accent. The	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4prn)         B44         B44           Prime rate         10         Base         B44         Fore yoe         B33           Prime rate         94         Prime rate         B33         B44         B44         B44           Prime rate         94         Prime rate         B33         B44         B4	EQUITIES	No.6,963 Set by DANTE           7         2         3         4         4         7         8           7         2         3         4         4         6         7         8           14         4         4         6         7         8         11
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids hy the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous <b>WK Chering best base ineding rate</b> 14 per cent <b>10 W Chering best base ineding rate</b> 14 per cent <b>14 per cent</b> <b>14 per cent</b> <b>15 Doom of 91-day Treasury hills</b> on offer and hids of £Silm for £100m of 182-day hills. This meant that the disconnt houses - with an obligation to cover the tender each week- offered to huy hills at prices lower than the authorities	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4pm)         Construction         8.44           Prime rate         III           Brown hoar rate         III           Prime rate         III           Brown hoar rate         IIII           Prime rate         IIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII	EQUITIES           Image         Lager         Lager <thl< td=""><td>No.6,963 Set by DANTE           7         2         3         4         4         7         8           7         2         3         4         4         6         7         8           14         4         4         6         7         8         11</td></thl<>	No.6,963 Set by DANTE           7         2         3         4         4         7         8           7         2         3         4         4         6         7         8           14         4         4         6         7         8         11
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids hy the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous itom itay 24 WK Caeriag back base iseding rate itom itay 24 about e rise in bank base rates. The Bank of Eogland accepted bids of only £181m for £500m of 91-day Treasury hills on offer and hids of £81m for £100m of 182-day bills. This meant that the discount houses - with an ohligation to cover the tender each week offered to huy hills at prices lower than the authorities were prepared to accept. The iower the price the higher the interest rate oo the hill and if	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4prr)         Creasury Bills and Bonds           Prime rate         Bill The month         Bill The mo	EQUITIES	No.6,963 Set by DANTE           7         2         3         4         4         7         8           7         2         3         4         4         6         7         8           14         4         4         6         7         8         11
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids hy the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous itom itay 24 WK Caeriag back base iseding rate itom itay 24 about e rise in bank base rates. The Bank of Eogland accepted bids of only £181m for £500m of 91-day Treasury hills on offer and hids of £81m for £100m of 182-day bills. This meant that the discount houses - with an ohligation to cover the tender each week offered to huy hills at prices lower than the authorities were prepared to accept. The iower the price the higher the interest rate oo the hill and if	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4pro)         Oremotic         6.37         Treasury Bills and Bonds           Prime rate         11         Treasury Bills and Bonds         6.49           Prime rate         11         Tree room         6.49           Prime rate         11         Tree room         6.49           Prime rate         11         Tree room         6.33           Prime rate         11         Tree room         6.33           Prime rate         91         Stamouth         6.37           Stamouth         6.37         Stamouth         6.37           Prime rate         6.33         Stamouth         6.37           Stamouth         6.37         Stamouth         6.37           Partin         6.33         Stamouth         6.37           Partin         6.37         Stamouth         6.37	EQUITIES           Imput Product         Inter Res         Int	No.6,963 Set by DANTE         7       2       3       4       6       7       8         14       11       11       11       11       11       11         12       13       14       16       16       17       18         18       14       18       17       19       19       19         20       20       21       21       28       19       19         21       22       23       22       23       28       17         22       23       24       28       19       19       19       19         22       23       24       28       28       19       19       19         24       25       27       28       28       19       19       19         24       25       26       27       28       19
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids by the Bank of England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervousthat base rates were about to rise.ILK charing back base backing rate toom May 24This suggests there was a protest in the market about the will turn out to be be loss make ers at present interest rates in base rates are forced up within toom May 24ILK charing back base backing rate toom May 24This suggests there was a protest in the market rates in base rates are forced up within toose on fig2-day fills. This meant that the discount houses - with an obligation to cover the tender each week, offered to huy hills at prices lower than the authorities offered to huy hills at prices lower than the authorities ere prepared to accept. The iower the price the higher the interest rate oo the hill and if the Bank of England hedThe second ap within the to put a more optimist interpretation on the situation, hy saying that the Bank of England would not have rejected the low prices if it base of £81m for cover the tender each week, offered to huy hills at prices lower the price the higher the interest rate oo the hill and if the Bank of England hedU.S. \$125,000,000 Empire of America	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4pro)         Oremotic         6.37         Treasury Bills and Bonds           Prime rate         11         Treasury Bills and Bonds         6.49           Prime rate         11         Tree room         6.49           Prime rate         11         Tree room         6.49           Prime rate         11         Tree room         6.33           Prime rate         11         Tree room         6.33           Prime rate         91         Stamouth         6.37           Stamouth         6.37         Stamouth         6.37           Prime rate         6.33         Stamouth         6.37           Stamouth         6.37         Stamouth         6.37           Partin         6.33         Stamouth         6.37           Partin         6.37         Stamouth         6.37	EQUITIES           Impact Name         Later Number         1999         Sock         Output 1 w         No.         No. <th< td=""><td>No.6,963 Set by DANTE         7       2       3       4       6       7       8         14       11       11       11       11       11       11         12       13       14       16       16       17       18         18       14       18       17       19       19       19         20       20       21       21       28       19       19         21       22       23       22       23       28       17         22       23       24       28       19       19       19       19         22       23       24       28       28       19       19       19         24       25       27       28       28       19       19       19         24       25       26       27       28       19</td></th<>	No.6,963 Set by DANTE         7       2       3       4       6       7       8         14       11       11       11       11       11       11         12       13       14       16       16       17       18         18       14       18       17       19       19       19         20       20       21       21       28       19       19         21       22       23       22       23       28       17         22       23       24       28       19       19       19       19         22       23       24       28       28       19       19       19         24       25       27       28       28       19       19       19         24       25       26       27       28       19
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids hy the Bank view England et Friday's weekly Treasury hill tender could be taken as an indicatioo that the market remains very nervous IN Course back base leading rate 14 per cent 14 per cent 14 per cent 14 per cent 14 per cent 1500m of 91-day Treasury hills on offer and hids of £0gland accepted bids of only £181m for £100m of 182-day bills. This meant that the discount houses - with an obligation to cover the tender each week- offered to huy hills at prices were prepared to accept. The iower than the authorities were prepared to accept. The iower the price the higher the interest rate oo the hill and if the Bank of England hed	MONEY RATES           NEW YORK         Treasury Bills and Bonds           (4pro)         Oremotic         6.37         Treasury Bills and Bonds           Prime rate         11         Treasury Bills and Bonds         6.49           Prime rate         11         Tree room         6.49           Prime rate         11         Tree room         6.49           Prime rate         11         Tree room         6.33           Prime rate         11         Tree room         6.33           Prime rate         91         Stamouth         6.37           Stamouth         6.37         Stamouth         6.37           Prime rate         6.33         Stamouth         6.37           Stamouth         6.37         Stamouth         6.37           Partin         6.33         Stamouth         6.37           Partin         6.37         Stamouth         6.37	EQUITIES           Immute         Latest Res         1999         Sect         Onder Pris         + r         Not         Impute Res         1993         Core         P.S.           Arter         Not         Res         Bit         Latest         1993         Sect         Pris         -         Bit         Date         Pris         <	No.6,963 Set by DANTE         1
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids hy the Bank of England et Friday's weekly treasury hill tender could be market remains very nervousThis suggests there was a treasury hill tender could be taken as an indication that the market remains very nervousThis suggests there was a the market about the risk of taking up hills, which the isk of the hill. The meant hat the disconth houses - with an obligation to offered to huy hills at prices, were prepared to accept. The jower than the authorities were prepared to accept. The is were prepared to accept. The is were prepared to accept. The is were prospects for holding base rates at 14 per cent now look rates at 14 per cent now look <td>Image: State of the s</td> <td>EQUITIES           Immute         Latest Res         1999         Sect         Onder Pris         + r         Not         Impute Res         1993         Core         P.S.           Arter         Not         Res         Bit         Latest         1993         Sect         Pris         -         Bit         Date         Pris         &lt;</td> <td>No.6,963 Set by DANTE</td>	Image: State of the s	EQUITIES           Immute         Latest Res         1999         Sect         Onder Pris         + r         Not         Impute Res         1993         Core         P.S.           Arter         Not         Res         Bit         Latest         1993         Sect         Pris         -         Bit         Date         Pris         <	No.6,963 Set by DANTE
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids by the Bank of England et Friday's weekly treasury hill tender could be taken as an indicatioo that the market remains very nervous IN clearing back base heading rate to minut to be be lose make and the per cent trom May 24 about e rise in bank base rates. The Bank of Eogland accepted bids of ofly filim for 500m of 132-day Nills. This meant that the discount houses - with an obligation to cover the tender each week- forered to huy hills at prices i were prepared to accept. The interest rate oo the hill and if the Bank of England head U.S. \$125,000,000 Empire of Amperica gearnings and retall prices. The pank of England head Net enter the tender each week- forered to huy fills at prices i the ball of the price the high end interest rate oo the bill and if the Bank of England head U.S. \$125,000,000 Empire of Amperica gearnings and retall prices. The prospects for holding base rates at 14 per cent now look rather hrighter.	Image: Second	EQUITIES           Immute         Latest Res         1999         Sect         Onder Pris         + r         Not         Impute Res         1993         Core         P.S.           Arter         Not         Res         Bit         Latest         1993         Sect         Pris         -         Bit         Date         Pris         <	No.6,963 Set by DANTE         1       2       3       4       5       7       8         14       11       11       11       11       11       11         12       14
week. Pressure eased on money market rates as the week drew to e close, but the frejection of bids hy the Bank of England et Friday's weekly treasury hill tender could be taken as an indicatioo that the market remains very nervous IN Coarting heat has income rates. The Bank of England has rates are proceeding within the life of the hill. This meant that the discount offered to huy hills at prices iower the tender each week- iower the tender each week- iower the tender each week- iower the price the higher the interest rate to the bill and if the Bank of England hed U.S. \$125,000,000 England sources for holding base rates at 14 per cent from levels of around 14% per cent at mid. Support the price the hill and if the Bank of England hed	Image: State of the s	EQUITIES           Imput Price         Imput Bit         Imput	No.6,963 Set by DANTE
week. Pressure eased on money market rates as the week drew to e close, but the rejection of bids by the Bank of England et Friday's weekly treasury hill tender could be taken as an indication that the market remains very nervous It charing heat has indication that the market remains very nervous It charing heat has indication that the market remains very nervous It charing heat has indication that the market remains very nervous It charing heat has indication that the market remains very nervous It charing heat has indication that the market remains very nervous It charing heat has indication that the market remains very nervous It charing heat has indication that the market remains very nervous It charing heat has indication that the market remains very nervous The Bank of Eogland soom of 91-day Treasury hills on offered to huy hills at prices inver the thender each week. This meant that the discount houses - with an obligation to offered to huy hills at prices iower the price the higher the interest rate oo the hill and if the Bank of England head U.S. \$125,000,000 U.S. \$125,000,000 U.S. \$125,000,000 DUS. \$14% per cent now look are areas at 14 per cent now look are the browned lighter. U.S. \$125,000,000 DUS. \$126,000,000 DUS.	MONEY RATES           NEW YORK         Treasury Gills and Bonds           (4pm)         Ore month         6.49         For york         6.49           Prine rate         11         Star month         6.49         For york         6.49           Prine rate         113         Star month         6.49         For york         6.39           Prine rate         113         Star month         6.49         For york         6.31           Prine rate         6.31         Star month         6.32         Star month         6.31           Prine rate         6.32         Star month         6.37         For york         6.31           Prine fait         6.37         For york         6.31         Star month         6.37           Prine fait         6.37         7	EQUITIES           Immute         Latest Res         1999         Sect         Onder Pris         + r         Not         Impute Res         1993         Core         P.S.           Arter         Not         Res         Bit         Latest         1993         Sect         Pris         -         Bit         Date         Pris         <	No.6,963 Set by DANTE         2       3         32       3         32       3         33       3         34       3         35       3         36       37         37       37         38       37         39       31         30       37         31       31         32       31         33       31         34       32         35       32         36       37         37       31         38       32         39       31         31       31         32       31         33       31         34       32         35       32         36       31         37       31         38       31         39       31         31       31         32       31         33       31         34       31         35       All too human story in which evil is overthrown (6)         45       Sourd of coal to use when you
<text><text><text><text><text><text><text><text></text></text></text></text></text></text></text></text>	MONEY PATES           NEW YORK         Trassury Gills and Bonds           (4pm)         Or month         8.4         For yor         8.4           Presenter         11         The month         8.4         For yor         8.4           Presenter         10         The month         8.4         For yor         8.4           Presenter         10         The month         8.4         For yor         8.33           Presenter         9.7         Presenter         8.33         For yor         8.33           Amer.16         Orentight         Month         Month         Menth         8.33           Presenter         8.7         92.8         70         7.4         8.33           Amer.16         Orentight         Month         Menth         Menth         Menth         8.5           Presenter         8.7.4         92.4	EQUITIES           Bar         Mark         Bar         Diff         Stat         Diff         +         Bar         Diff         F           140         F.P.         1175         140         Harris Franciss         120         123         124         125         124         125         124	No.6,963 Set by DANTE Variable of the set o
<ul> <li>week. Pressure eased on money market rates as the present of close, but the rejection of bids hy the Bank of England et Friday's week's the market about the rejection of bids hy the Bank of Trasury hill tender could be taken as an indication that the market remains very mervous</li> <li>It count the tender could be taken as an indication that be the cost in the market about the market remains very mervous</li> <li>It count is bank base rates. The Bank of England accepted bids of only flaim for come for and hids of flaim for cover the tender each week offered to huy hills at prices lower the price the higher the interest rate oo the hill and if the Bank of England hed</li> <li>U.S. \$125,000,000</li> <li>LUS. \$125,000,000</li> <li>LUS. \$125,000,000</li> <li>LUS. \$125,000,000</li> <li>Lusteralized Floating Rate Notes, Series A due December, 19:99 to December 19, 1989 with the source of the series and the provisions of the Notes, notice is hereby given that the provisions of the Notes, notice is hereby given that the provisions of the Notes, notice is hereby given that the provisions of the Notes, notice is hereby given that the provisions of the Notes, notice is hereby given that the provisions of the Notes, notice is hereby given that the provisions of the Notes, notice is hereby given that the be interest Period from June 19, 1989 to December 19, 1989 with the provisions of the Notes, notice is hereby given that the be interest Period from June 19, 1989 to December 19, 1989 with the unservisions of the Notes, notice is hereby given that the be interest Period from June 19, 1989 to December 19, 1989 with the U.S. \$4,733.85 per U.S. \$100,000 principal amount of Notes.</li> </ul>	Image: Second	EQUITIES           Base         Base <t< td=""><td>No.6,963 Set by DANTE Provide the set of th</td></t<>	No.6,963 Set by DANTE Provide the set of th
<text><text><text><text><text><text><text><text><text><text><text><text><text><text></text></text></text></text></text></text></text></text></text></text></text></text></text></text>	MONEY PATES           NEW YORK         Transmy Bills and Bonds           (4pm)         Decode interval         8.53 For month         For month         For month         8.53 For month         For for month         For month	EQUITIES           Image Number of Addim         1007         Sect         Date         100<	No.6,963 Set by DANTE Provide the set of th
<text><text><text><text><text><text><text><text><text><text><text><text><text><text></text></text></text></text></text></text></text></text></text></text></text></text></text></text>	MONEY RATES           Transmy Gills and Bonds           (4prol)         Desired         S.3         Desired         S.3           Prod man ref.         10         Transmo         S.4         Firston         S.3           Prod man ref.         10         Transmo         S.4         Firston         S.3           Prod man ref.         10         Stransmo         S.3         Darres         S.3           Transmo         S.3         Darres         S.3         Darres         S.3           Associal Intervention         S.7         Stransmo         S.3         Darres         S.3           Transmo         S.3         Darres         S.3         Darres         S.3         Darres         S.3           Transmo         S.7         Stransmo         S.3         Darres         S.3         Darres         S.3           Transmo         S.7         Stransmo         S	EQUITIES           Image Number of Addim         1007         Sect         Date         100<	No.6,963 Set by DANTE A cross Across Across Across Across Across
<text><text><text><text><text><text><text><text><text><text><text><text><text><text></text></text></text></text></text></text></text></text></text></text></text></text></text></text>	Image: Second	EQUITIES           Image         Image <th< td=""><td>No.6,963 Set by DANTE         2       2         3       3         4       3         4       3         4       3         5       3         5       3         4       3         5       3         5       3         5       3         5       3         5       3         6       3         7       3         7       3         7       3         <t< td=""></t<></td></th<>	No.6,963 Set by DANTE         2       2         3       3         4       3         4       3         4       3         5       3         5       3         4       3         5       3         5       3         5       3         5       3         5       3         6       3         7       3         7       3         7       3 <t< td=""></t<>

34

럜

83 85

6.98

\*1

4

+0.54 Unch'd

One month Bills ... Three month Bills ...

BRUSSELS One month

Direction Rate ... One mile, intertage ... Directionship

HA.IN

One month ...

Ż

. .

Uner'd

-1

Unch'd Unch'd

725

124 124

85g 91g

Notice is hereby given that the Rate of Interest has been fixed at 10.1875% p.1. and that the interest payable on the relevant interest Payment Date December 19, 1989, against Coupon No. 9, in respect of U.S.\$10,000 nominal of the Notes will be U.S.\$517.86

June 19, 1989, London By: Citibank, N.A. (CSSI Depr.). Agent Bank CITIBANCO

	RIGHTS OFFERS						
true Price	Amount	Latest	19	89	344	Clesk	
P	-	Oute	High	Low			
*******	문운표양표준o	819 16/6 18/7 11/7 21/7	9 han Sign Sign Sign Sign Sign Sign Sign Sig	7 barn 12pm Topm Som Stom	Bear Brand Frimery Losden File Bothar Cold Granutes / Tott Bilanch Gra. RTZ 100 Licharthols Westgarth 100	a kink the	

 60
 Hill
 22/7
 Ilow
 Even Richardows Westwert Res. A 20
 Even I set 100
 <

and parts

23 Slightly deflect the ball and score (5) 25 Inert form of chemical (5) about (8) 31 Did some lines wheo kept in DOWN

27 Untie a reef knot (4) 1 He has a fling at the airport

(8) 2 The good man with endless service as a writer (9) 3 Sent up manufactured cheese (4) The solution to last Schurday's prize puzzle will be published with names of winners on Sat-

\_ ĭ

3 I.S.

2.5

Pu l

92) -

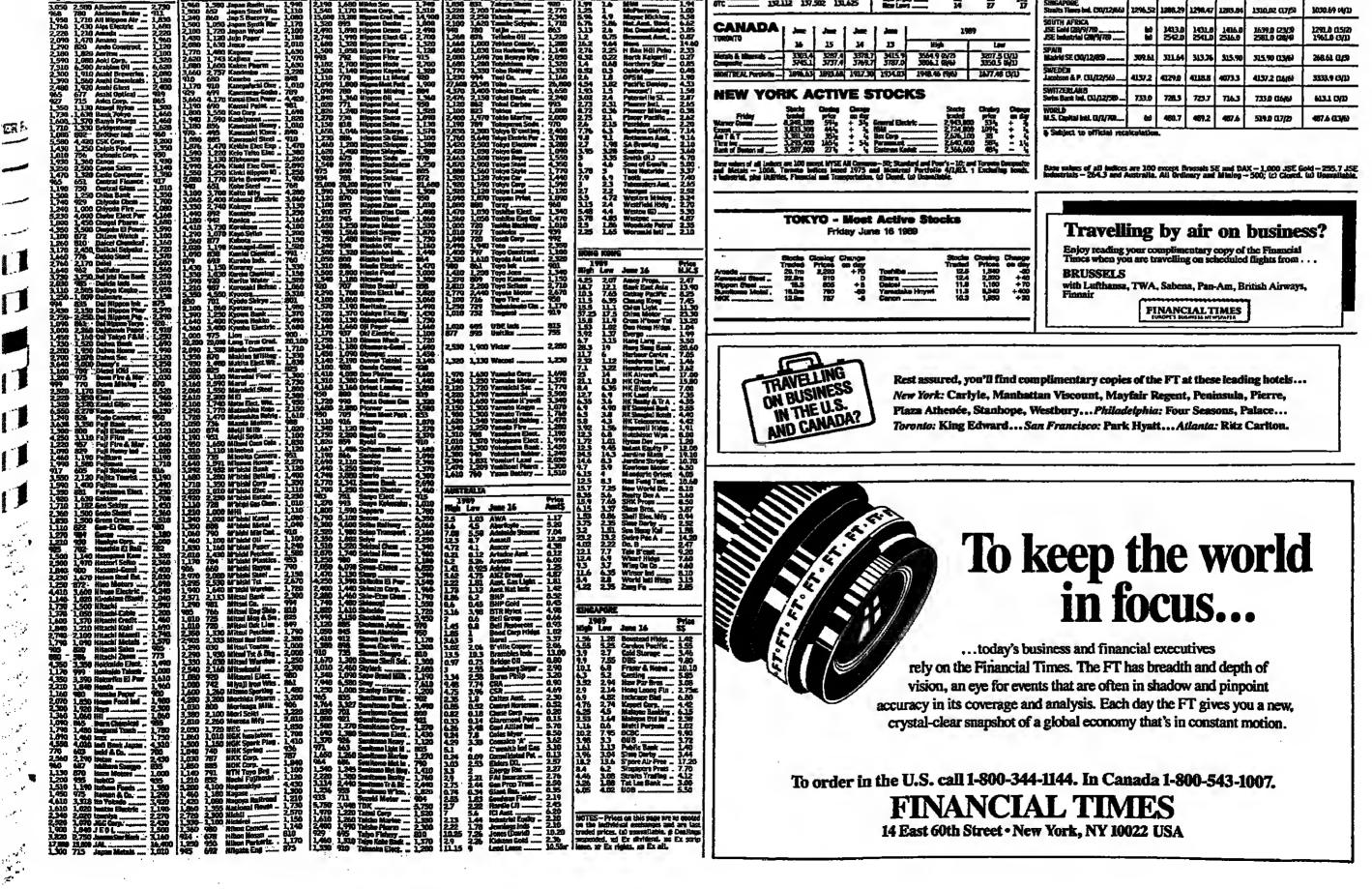
a da antista da antist Antista da an Antista da an

-1. c 10 - 1 - c

## WORLD STOCK MARKETS

	AUSTRIA	CENTRAL Continued	TTALY (continue)	SWEDEN	1	<b>A</b>	IADA	
	1907 High Law June 16 Scill 2,460 2,200 Antries Africar - 2,200 2,765, 2,205 Antries Africar - 2,200		Bigh Law June 16 Ling	1989 Price Price Kroner				
	2,960 2,000 Greateneted 2,770 1129 824 Amillard Ent 1.0 4,500 3,000 Greater	ADV 352.5 Bayer-Hype 381	35,340 24,740 RAS 29,300 3,135 2,254 SIP 3,135 10,430 8,500 Safe A 10,099 3,438 2,500 Safe A 2,959	200 209 AGA B (Fred	Salas Stock High Low Close Chag	Sales Slock High Low Close Chog	Sales Mock. High Low Close Chang 19010 Lakerge p. 321 21 21 + 1g	Sales Stock High Low Close Chag
<u>`</u>	14.407 5.390 Jasphandauer 16.300 549 420 Bancalas Cie		3,438 2,500 Saloes 2,959 5,052 4,350 Saloes 2,959 57,910 32,469 Slossjeno 37,500 18,350 8,910 Sirul Sps 9,771	1965 380 Ania 8 (Fred	TORONTO Closing micro lune 16	5559 Cheum Gas 5274 275 274 - 32	20775 Laidian A 2174 173 174 1	102197 Seagram \$283, 875, 854, - 52 10424 Sears Can \$135, 1352 1352 - 5 8200 ShowG B ( \$124, 125, - 5
4.	1350 645 Perfamoter	5 111.8 102 Berkar Kraft 111 5 492.5 406.6 88F-Bank 450 50 492 319 Rither & Bro _ 451	2,950 2,444 Sala 9,90 2,010	346 287 Eastwin: 8 Fred _ 322 562 356 Ericsen 8 (Fred _ 560 233 205 Essette 8 (Fred _ 220	Closing prices June 16 Custotions in conta unions married S.	1555 Cerby A \$281, 28 28 74163 Corport A 1 58 87, 87	108 Lawr Bis State 14's 14's 8750 Lawr Gr B 58's 8's 8's 187700 Lawredd A 512 11's 12 + 's	35100 Shell Can \$42 41 <sup>1</sup> 4 42 16725 Sharritt \$12 <sup>1</sup> 5 12 <sup>1</sup> 6 12 <sup>1</sup> 5 - <sup>1</sup> 6
	120         1/9         Second Line         2/4         3.340         2.755         Banprate         3.5           120         7.6         Stayn-Dalamier         1.14         4.86         S33         Banyrus         3.5           1,105         644         Verbacker like         .670         740         647         Chilb Packagien         67           200         1.27         Verback		21,300 19,050 Toro Assicar	138 109 Gersino 8 Frez - 135 450 552 Habi Den 8 Frez - 135 218 175 Parmeis 8 Frez - 135	11452 AMCA Lot 470 455 470 972 Abbbi Pr 510-5 10-5 10-5 18000 Aprico E 30-5 4-6 0-4 + 5 6500 Aprico E 30-5 4-6 0-4 + 5	100 Crowner \$11% 11% 11% 11% 25788 Crowner A 1 32% 65% 65% 56% 56% 56% 56% 56% 56% 56% 56	64000 Lobiane Co \$143 144 143 2115 Lonvest \$223 224 224 - 4 800 MDS A \$24 24 24	2000 Sico \$13 127, 13 + 1, \$4027 Southam \$341, 341, 341, - 1, 4254 Spar Aero 1 \$131, 131, 131,
	200 J22 Verhaud 191 3,220 2,250 ULD Factors 32 SEL CEVEN/LUXCENSIONUES 200 LBS Caston 32 1980 Price 320 LBS Caston 32	20 840 526 Do. Prof	HEI ALALANSS	265 195 Sate-Statil 5 Free 243 563 280 Sandwik 5 (Free) 335	2000 Adota N 3145 163 164 - 4 2000 Adota N 3145 163 163 246340 Alban \$26 253 253 + 1	8799 Denison B f 460 485 490+ 0 4000 Derisn \$14 137 137 4000 Division \$ f 455 490+ 0	500 MOG 5 \$22 <sup>1</sup> 1 22 <sup>1</sup> 1 22 <sup>1</sup> 2 4 60456 Mac Kanzie 62 <sup>1</sup> 4 5 <sup>1</sup> 5 6 <sup>1</sup> 4 60732 Michan H X \$13 <sup>2</sup> 5 13 <sup>1</sup> 6 13 <sup>2</sup> 5	5000 Steinbg A ( \$42% 42% 42% - % 67200 Steino A \$23% 23% 22% + % 84100 TCG Bay \$10% 10% 10% - %
e e	1989         Price         1,453         1,265         Creater	61         559         447         DLW         503           01         773         645.5         Daimier-Benz         665           205         145         Deckel Gr.J	1989 Price High Law June 16 Fis. 65 49-5 ACF Holding	234 168 Standia (Free) 234 262 221 Standia bet) 260 163 43.5 Stan Pretitika	20930 A Barrick \$27% 27 27% 1100 Alco II \$107, 107, 107	22072 Detasco \$2712 2714 271	100 Marte UV 1 \$124 171 124 4 Ja	42110 Tech 8   \$21% 25% 21% + 12 600 Tember A 39% 8% 9% + 14
ŧ,	14,600 32,728 Range Can Ba Lin _ 14,500 3/3 340 Cogffi	01 773 649.5 Damer-sur 202 205 145 Detail (Fr) 202 1475 3%52 Departs 202 1475 575 502 Details Balood: 1493 5 575 502 Details Balood: 1493 262.5 205 Didge-Wirts 202 316 273 Drashwirts 209 78 335 2975 Drashwirts 209	102.5 89.2 AEGON	444 319 Stater 3 Fre. 444		200 Denomo 313 13 12 14000 Durnagne e \$133 151 121	4555 Marttine 1 \$17 18-4 16-6 16-6 19-10-10-10-10-10-10-10-10-10-10-10-10-10-	17116 Terra Mn 33 32 22-1 140601 Tor Dm Bik \$4114, 4014, 4114 + 15 1870 Tor Sun \$2315, 2312, 2312
	The State State 1 225 OUT County Hatlands 1.6	The lot of a Developer Death TTT	45 40.5 A&A	174 147 Sela randoman. 170 188 272 Treliators 5 Fr	1200 BGR A 505 05 55 154 1 2 154 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	1800 Dylex A \$112 112 112	78000 Metall M \$11%, 11%, 11%, 11%, 4%, 1025 Malmal Day 96 5%, 8 + %	4010 Torelar B / \$351, 341, 35 + 1, 60700 Total Pet \$317, 317, 311, 1,
i a	2,50 5,270 Do. ArV 1 5,610 3,370 2,952 Damart 24 6,150 5,370 Do. ArV 2 5,600 4,275 2,720 Docts de France 3,7 374 359 Cockart 5,900 447 Docts de France 3,5	316         273         Dragewark         209           78         335         277.5         Dreadow Wark         209           76         430.5         304         Fox Knowfisher         410           76         300.5         304         Fox Knowfisher         410           76         330.5         304         Fox Knowfisher         410           76         330.5         304         Fox Knowfisher         410           76         330.5         Stational & Knowfisher         -         420           76         336.5         Stational & Knowfisher         -         420           76         336.5         Stational & Knowfisher         -         427	83.8 75.3 AMR0	SWITZERLAND 1989 Price	131738 Bit Monti \$321 \$11 32 + 1 197054 Bit Miscat \$18 171 171 - 1 100 Batan \$131 121 131- 5	5000 EmpireA 1 \$15 <sup>1</sup> 18 <sup>1</sup> 18 <sup>1</sup> + 1 18225 Enfield \$7 <sup>1</sup> 7 7 - 1 19255 Enfield \$7 <sup>1</sup> 7 7 - 1	807 10 Alama Corp 305 305 306 8000 Noteon A 1 305 35 35 35 600 Nation B 535 2 35 35 35	235239 TrCan PL 8143 144 143 + 4 11225 TrRon A 5205 201 205
2	17,000 10,000 Colrost 16,400 1,400 745 Durner SA 98 5,450 4,770 Delinize 5,510 2,059 1,540 Eaux (Cle Ceal _ 1,9 6,000 Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9 6,000 Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9 7,000 Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux (Cle Ceal _ 1,9) Hypo EAUX 2,105 1,540 Eaux 2,105 1,540 Eaux 2,105 1,540 Eaux 2,105 1,540 Eaux 2,1	78         3355         2975         Dresdow Blank         3322           78         3305         2975         Dresdow Blank         332           76         430.5         304         Fay Koyeffskertov         430           25         330.0         277.4         Fedanesiski Robel         380           25         330.0         277.4         Fedanesisk Robel         380           26         347.5         Sobelstamkarg Eekt         380           66         147.5         524         Hannang Eekt         145.3           85         400         300         Happ Lingvir         342           85         400         300         Happ Lingvir         342           459         400         Robelshoper Zan         720           700         990         Radelshoper Zan         720	136 117 Bornanij Weny, 134,30 73.8 57.7 Sustainain-Tet., 69,70 84.5 52.7 Costar Pares	High Low June 16 Frs. 9,250 7,610 Adia beti	60100 Belenoral 60 65 67-2 S1785 Boreber A \$1412 1412 1412 400000 Boreber B \$1412 1412 1412 1	200 FPA Lud 875 75 75 75 200 FPA Lud 875 75 75 20765 Fleatering 2255 284 285 15 7332 Fpat Ind A 155 155 155 155 15	600 million Carp 355 385 300 8005 Moleon A 1 3857 345 357 600 Moleon B 3557 345 357 800 Moleon B 357 345 357 800 Linear B 357 385 374 1 2860 Massecho 280 200 200 10 13500 Mat Bit Can 344 55 137	6760 7rinnec 425 410 410 - 20 8497 Trizec A I \$374 \$7 <sup>1</sup> 2 \$7 <sup>1</sup> 4 + 1 4602 Trizec B \$36 <sup>1</sup> 5 30 \$8 <sup>1</sup> 4 + 1
ŝ	4,990 4,900 Da.AFV1	409 409 420 Harpener 454 740 990 Redelinger Zar . 720 533 405 Hackin Prct	1259 211.8 Destroir Printer 245 40		85271 Bow Valy \$137, 131, 131, 131, 121, 12200 Bramaica, \$321, 32 \$21, + 1,	700 FCA hail 181 24 34 44-1 300 FPI Ltd 475 75 75 75 7032 Fed Ind A 515 135 135 155-1 3000 Fed Find A 515 135 135 155-1 3000 Fed Find 333 135 135 135 135 135	4057 N Supercept 1227 118 184 1	1158 Unicorp A 57 673 542 1380 Unicorp A 57 673 542
		110         3405         Hantal Pref.         456           74         273         195         Harthal Pref.         456           74         273         195         Harthal Pref.         260           95         890         645         Hasthild         285           60         319,5         290         Hoschet         294.2           97         280         304         Hoschet         294.2	40.1 28.7 Fokker 41.70 84.8 65 Gamma 82.90 40.3 54.1 65: Brocades 36.40 124.9 94.5 Heineten 124.90	439 SL5 Do. Ptg	62552 BC Phone \$187, 181, 187, 1 5050 Bruncer \$177, 174, 177, + 1	4000 Fin Tracc 20 20 25 3000 Finning L S11 227 11 + 1 1000 Ficky Fin 3287 287 287 1 + 1 30 Ford Code S15712 15712 10712	2000 1070101 204 274 234 7 4	3216 Un Carteld \$217 21% 21% 1982 U Empriso 50% 9% 9% - %
	4,550 3,020 Do, AFV1 4,520 1,550 1,270 Eurocom 19 1,055 590 Genetes 1,050 3,249 2,340 Euromarche 29	09 200 184 Horst 269.8 00 980 515 Holmann (?) 971 20 260 209 Horse 249.5	40.3 34.1 Gist Brocatts 36.40 124.9 94.8 fiteinetes 124.90 224.7 148.5 Molt. Beton 220.00 114.7 73.1 Hoogness 214.70	4.090 2.720 Cita Selar 4.090	123565 CAE 514 12 137 141 + 14 2300 CB Pak 519 19 19 18170 CC2 B1 5194 104 104 104 - 14	3560 Fortis \$21's 21's 21's - 's	20672 Norcan 5244 245 245 245 - 5 7077 Norca A 1 3235 234 334 - 5 4044 NC Olis 2205 204 285 - 5 57356 Nor Tai 5225 234 285 - 5	927 Un Corp \$335 231 231 231 2 276708 Varity C 225 310 325 + 0 16200 Vicency R 345 350 365
:	4.350 3.020 Do. AFV14.220 1.350 2.770 Erratations13 1.086 590 Genetar1050 3.149 2.340 Erromantum13 1.086 590 Genetar1050 3.149 2.340 Erromantum13 1.090 5.60 Do. AFV21050 1.561 1.305 Error12 6.740 5.950 Do. AFV26.350 1.96 Finestal29 6.740 5.950 Do. AFV26.350 1.975 3.971 Frommeries14 8.650 7.900 Generat6.300 1.975 820 Grad-Erroman46 1.459 11.505 Hondard17.500 2.54 5.55 6.56 Grad-Erroman4.55	77 614 455 Hostel 607 247.5 214 Industriciandit _ 246 313 254.5 Industrie Works . 315	114.7 73.1 Hoogtness	12.010 1.740 ENG 1900	400 CACF Stels 164 164 - 1 1400 Cambier 513 121 124 - 1 11051 Cambridg 5225 225 525 6500 Camp foo B 68 88 - 3	560 (THE 100 \$241a 241a 241a	\$71546 Nor Tel \$223 234 233 4 4 8075 Northgat \$84 54 64 4 05580 Nove 7 \$223 154 04 4 4 550 Nover 8 125 125 134 105 - 1	2000 Videotmy7 \$10% 18% 18% + 1 800 WiC B / \$10 22% 18 200 Wicks A \$13% 13% 13% - 1
2	0,7100 6,700 0 4772 6310 1,773 1,571 Transports 1,18 8,600 7,000 Green 7,400 1,475 800 GTM-Entropes, 1,1 14,600 11,800 too,877 1,400 718 528 Gasenet,50x 00 - 54 13,250 11,800 too,877 1,7300 998 500 Gen Genjusique 765 3,955 3,550 0,677 1,356 998 500 Gen Genjusique 765 3,955 3,550 0,677 1,356 998 500 Gen Genjusique 765 3,955 3,550 0,677 1,356 998 500 Gen Genjusique 765	20 250 259 Horsen	49.5 41.8 KLN 45.80 17.8 J4.1 Kenner 14.40 41.3 46.3 KNP 59.7 49.2 58 Nat Med Cart 55.40 246 190.5 Med Mid Bank 235.00	3,650 2,585 Forbo 2,590	455 Camp Soop 521's 21's 21's - 's 32550 Campeeu f \$15's 55's 13's - 's		371546         Northgat         3227         2219         219         4           10775         Northgat         3264         346         814         4           10775         Northgat         3254         346         814         4           10705         Northgat         3254         346         814         4           10705         Northgat         3251         1519         1074         1           10705         Northgat         3257         1529         1074         1           2007         Northgat         3257         1519         1074         1           2007         Northgat         3257         1519         1074         1           2007         Northgat         3257         1074         1074         1           2007         Northgat         3257         1074         1074         1074           10000         Numec         3554         9         54         4           30000         Numec         3554         1074         1074         1074	600 Weldwood \$18 18 18 18 + 12 7760 Wat Frager \$1710 1712 1710
	10.250 21,000 06.86 V	740         570         Haldsharper Zar.         720           533         495         Headsharper Zar.         4%5           74         273         195         Headsharper Zar.         4%5           74         273         195         Headsharper Zar.         4%5           76         273         195         Headsharper Zar.         4%5           76         870         645         Headsharper Zar.         2805           90         280         1864         Headsharper Zar.         289.           90         280         280         Headsharper Zar.         289.           90         280         280         Headsharper Zar.         289.           90         280         280         Headsharper Zar.         249.5           313         27.5         224.         Industrietwidt	114.7         73.1         Hoogpress         114.70           120         80.5         Hunter Dougtas         120.00           36         20         HHC Callerd         32.00           104         77.5         Int. Meetler         105.50           19.5         47.8         KLM         48.80           17.8         14.1         Kompeter         47.40           64.3         46.3         KM         99.7           17.8         14.1         Kompeter         99.7           17.4         24.1         Kompeter         99.7           246         190.5         Hed Mid Shadt         235.00           257.5         Kall Med Cart         459.50         105.8           267.5         Kallord		2000 C Pactry 313 % 104 104	5400 Goldcorp I 345 375 385+ 5	1303 Ornega Hys 280 226 230 + 10 8300 Orne 1 \$141, 141, 141, 141, 8200 Onexe A 1 \$28 26 26 - 4	10410 Wccast E \$16 <sup>1</sup> g 10 <sup>1</sup> g 15 <sup>1</sup> z + <sup>1</sup> g 3573 Westmin 39 <sup>1</sup> g 9 <sup>1</sup> z 9 <sup>1</sup> g + <sup>1</sup> s 5500 Weston \$42 41 <sup>1</sup> s 42 + <sup>1</sup> s
	3,000 3,010 0c.AFV2	5 570 445 Lethek	276 233.5 Matricia Ver B. 257.00 330 277 Oce Grinten	254 251 Do. Ptg	129827 Ci Sk Cora \$304 30% 22%	2020 CEL CHOUD \$184 184 - 4	41561 PWA Corp \$167, 185, 185, 185, 185, 197, 199, 199, 199, 199, 199, 199, 199	3200 Woodwid A \$5% 8% 5% 5% - 4 210 Xerak Cen \$18% 18% 18% 28% - 4
	2,095 1,655 Raffinerie Tirle _ 1,995 559 511 Interball 535	150.5 120.5 De. N/V Pret 144.5 31.5 236 MAN 315	50.4 55.1 0mmercs (Vail) - 49.20 147 103.9 Paktore	1490 1,210 Lands and Er 1,290	222521 CP LM \$22 1 22 27 + 4	4300 Heiery 55% 642 042 - 3	8200 Pegenne \$11% 11% 11%	f~No voting rights or restricted voting rights.
	14,500         12,575         Text Holdings         14,500         7/2         7/2         fill to the second seco	31.5         296         MAN         31.5           10         347.5         201         Do, Prof.         315           15         253.3         204         Maxmentinian         345           16         253.3         204         Maxmentinian         247         5           16         253.3         204         Maxmentinian         247         5         253.3         7         462         501.1         Maxmentinian         400         553.3         5         453.4         440         400		1160 900 Mag Glober Fig 1,000 2400 1,930 Miltras (Br) 2,375 1,950 1,240 Monte Columbus 1,550 7,532 0,542 Monte	200 C Romy 56% 4% 6% 4% 6% 4 196847 CTime A f 321% 21% 21% 71% 38752 Claim A f 321% 21% 21% 1% 1 1200 Claim B 327% 31% 21% 4 6500 Cameno a 800 325 800 1501 Cameno a 800 325 7 7 - %	125 Hardter \$254 284 254 3607 Hardter D \$144 144 144	8300 Pioneer M 105 102 105+ 4 274823 Placer Dos \$18% 15½ 22% 10400 Poco Pat 58 7% 8	
-	13.075 11.500 Sofier	0 2,400 1,982 Munuch Runch - 2,340	146.7         156.4         Rodanton         165.16           107.2         92.4         Rollege         104.06           41.9         60.3         Rorenta         61.96           141.8         114.1         Roget         136.10         136.10           142.4         117.8         Malerer         141.2         136.10           138         26.5         VMF Stork         77.20         110.30           91.4         77.5         Wessame         91.40         110.30           91.4         77.5         Wessame         91.40         110.30           1167.5         145.8         Weiters Khawer         187.30           1187.55         145.8         Weiters Khawer         187.30           1187.59         Price         110.30         110.30	7,532 6,842 Nexte7,530 7,055 6,370 Do. (Next)7,055 1,290 1,060 Oct-Sainte 1,115	6000 Canamar o 600 205 600 1801 Canama 1 57 7 7 - 1 42385 Cantor 524 254 26 + 1	192321 Hearling \$143 13 14 - 12 5040 Holling \$143 143 143 144 1	80808 Powr Cor 1 \$18½ 15 15½ 8000 Powr Fig. \$18½ 19 19½ 800 Province \$10½ 18½ 18½ 18%	MONTREAL
	13,425 12:50 Sohor 14:00 12:00	28 310.5 233.2 PWA	1112.5 87 VNU	1,770 1,530 Perges Hidg 1,720 365 256 Pirelii	200 Carros A \$10% 18% 18% + %		211 Rd Stophe 5 \$30 30 30	Closing prices June 16
	6,980 5,912 Do. AFV	0 313 186.5 Preutong	NORWAY 1989 Price	17,050 16,300 De (Certs)	1260 Canada 255 253 21 + b	335235 inco 3355 33 351e 1e 31363 intend Gas 6151e 15 181e + 1e	4000 Repept \$18% 10% 18%	8145 Bombrith \$145 145 145 145 1 78102 Boobriti \$145 145 145 1 300 CB Pak \$10 18 18
	11,000 8,540 0c, AFV 3	313         207         Do. Pref.         270           13         473         377         Richaetall Berl         378           298         255         Do. Pref.         255           323         263         263         500           30         678.5         569         Schering         664	High Leve Jame 16 Kranter	995 755 Do. 0412to	1754 Calman 825 82 4 214 - 4 2755 Can Canton 875 55 15 15 2760 Cactor A 870 55 15 15 2760 Cactor A 870 55 55 55 - 4 800 Cartr A 357 55 55 - 4 807 5 Gartr A 357 55 55 - 4	43852 Liner City \$247, 241, 245	1525 Roman \$12 12 12 700 Automan \$114 614 614	11630 Gaecades 507% 07 07 6005 DomTxtA \$10% 15% 16%
	2,940 2,600 linerg 2,665 643 471 Namolia Galer 599		114 207 5 Renovies D 200 00	347 264 Savia Basis	8579 C Guar Tro 825 2 88 - 1 3400 Charmen 125 125 125+ 8 12000 Charpier \$185 15 15 15 + 1 2000 Charpier \$185 16 1 15 + 1	4000 interterme 5404 45 48 49 -1 4200 int Grp 5101a 181a 151a 4 1300 inco 5114 181a 151a 4 1200 inco 5114 1115 114 - 1 1200 inco 41 5114 1115 114 - 1	171223 Royal Bat. 2447, 442, 444, - 1, 8514 SHL Syat S115, 115, 117, 1 11250 St. Count 1 518, 181, 191, 13, 1 20205 Santon S114, 11 1, 11, 1, 1,	1 4964 Manager \$19h 12h 12h + h
1	8,500. 7,010 Wapper Lits 8,440 541 745 Park Breathande 476	556 504.5 Stemma	222 137 Certatiana 8	10,800 9,400 Suriss Briance 10,200	3000 Canaptas 5115 165 165 165 1 2000 Canaptas 5115 165 18 18 19 19 1 2000 Canaptas 1 515 18 18 19 19 1-1 2000 Canaptas 20 201 201 201 5000 Canaptas 20 201 201 1000 Canaptas 20 201 201 1000 Canaptas 201 201 201 1000 Canaptas 201 201 1000 Canaptas 201 201 1000 Canaptas 201 201 1000 Canaptas 201 1000 Canaptas 201 201 201 201 201 201 201 201 201 201 201 201 201 201	300 Kally CA \$751 751 751 751 + 1	2403 Sceptre 430 420 425	4256         tiswarus         512%         12% <th12%< th="">         12%         12%         <th12< td=""></th12<></th12%<>
;	1787 Price 1,787 1,390 Person 1,5	2 36L 9 32L VEL 130	185 196' Hafstani Nyco A 140.00 215 135 Kosmos 210.00 157 168 Kvaerner 145.00	3,565 2,960 Unice Salt,	1028 C HCi Å f \$10 2 10 2 10 2	Sidet Latint Biels Bi Big- be Miltit Lat Merte Sille 114 114 114 + 19	2000 Bootin ( \$171, 17 171, + 1 200 Bootin C \$173, 175, 175	13992 Videotron S187, 187, 187, Total Sales 0,301,715 shares.
	App.1         498.1         498.2         Bolisics Hidge         463.2         1,179         1,028         Pressail Slowni         1,12           1401.3         1,090         Darisberg         1403.3         731         546         Printenge Au         1,12	103 167 2 V.E.W	219 177.5 Nora ledustrier - 219.00 60 44 Nora bata A. 46.00 188 119 Nora Hydre 158.00 400 242 Orist Borepari , 335.0 15 45 Stockard 87.00	4,700 4,010 Winterhar		IND	ICES	
	High         Line         Jame         Jame <th< td=""><td>1413         1652         V.E.W.         165           70         44.5         382         Versier West         450           557         395.4         Versier West         450           501         395.4         Versier West         450           501         395.4         Versier West         450           503         395.4         297.4         797.4         393           503         397.2         297.3         299.4         297.3         299.4</td><td>95 45 Storthrand 87.00 SPAIN</td><td>COLUMN THE PARTY</td><td></td><td>JONES</td><td></td><td>Jane 1989</td></th<>	1413         1652         V.E.W.         165           70         44.5         382         Versier West         450           557         395.4         Versier West         450           501         395.4         Versier West         450           501         395.4         Versier West         450           503         395.4         297.4         797.4         393           503         397.2         297.3         299.4         297.3         299.4	95 45 Storthrand 87.00 SPAIN	COLUMN THE PARTY		JONES		Jane 1989
:	337,9 276,2 EXAMPLE	57 17ALY	- High Low Jacon 16 Pts. %	High Low Jone 14 Cuni	Jane June June Ju 16 15 14 1		AUSTRALIA	14 13 High Law 533.8 1541.3 1583.7 (23/5) 1412.9 (7/4)
	560 370 Jyrke Back	15 High Low June 16 Line	- 1,080 995 Banu Biltan Viz., 1,045 1,030 950 Banco Central, 1,015 490 400 Banco Exterior - 405 851, 725 Banco Hispano, 837 0 1,912 1,599 Banco Pepater 1,805	22.5 14.5 AECI	Hadestrick	(12%) (3/1) (25/8/87) (2/7/32)		1533.8 1541.3 1583.7 (25)5 1412.9 (7)40 194.7 699.7 727.0 (25)1 652.6 (7)40
		4,616 3,419 Banca Cont'lo 4,616 17,000 8,901 Banca Naz Agric: 12,80 5,236 3,800 Banco Lariano 5,236	851 735 Sanco Hispano - 837 0 1,912 1,599 Sanco Pepater 1,885 930 800 Sanco Sectambr - 630	89.75 42.75 Angle Am Carp 86.5 309 251 Angle Am Cald 285 42 28 Barlow Read 41.75	Transant	1453 (7172)		54.85 350.43 359.41 Q6/6) 219.5 (2/D)
	5864 4,541 Superros	423 304 Bastogi-IRBS 417 15,090 12,000 Burgo (Carliero) . 15,09 6,190 5,320 Cit	1,170 948 Batesta	44 42 Battet	UNIDALES 205.73 205.19 206.08 205	Q2/6) (24/2) (22/1/87) (2/4/32)	Bronels SE 0/1/900	245.20 6358.43 6358.43 63/60 5519.30 (4/2)
	Price         256         455         Soc. Eco., & Fr., - 409           1989         Price         2,262         2,2010         Somer-Athlet., - 2,33           High Law Juan 16         Witan         556         445         Spic-Estatyoutist., - 601, - 336           550         296         Spice (Finds)	5 1.351 1.051 Coffare	943 440 Dragadas	42.75 32.75 Driefontzis	40m/s High 2005.52 (2505.07) Low 2661.57 (200.08 STANDARD AND POORS Comparison 322.35   320.08   323.83   323			29.34 325.62 334.89 (26/6) 275.49 (27/2)
	105.5         152.5         Amer.         166.3         3041         276         Sket C in the law 34           101.         63         Confor         100.5         3,943         3,001         Tattinger         3,64           101.         63         Confor         100.5         1,379         1,099         TRT         3,54           103.5         Total Status         1,579         1,099         TRT         1,57           120         1,45         Hotzamath Free:         1,02         254         209         Tataspa 0,0757         234	0 6,249 5,700 Calida	565 465.5 Energia lud Arn 555 975 73.0 Exp Carborot Ntt. 94,5 490 26,5 Exp Acous Taslor 400	27 IA.75 Eandsmail Gold, 23.5 IA.75 I3.5 First Nat, Bank . 15 35.9 27.25 Fresheir Destat 29.25	Competitive 321.85 328.08 321.85 329 Indepted	1.92 336.95 275.33 336.77 4.40 (7私) (31) (31) (35,68,67) (16,52) (7私) (31) (31) (35,68,67) (16,52) (7私) (31) (31) (35,68,67) (21,61,52) (7私) (31) (31) (32,68,67) (21,61,52) (7私) (31) (31) (31) (31) (34,54) (74) (31) (31) (32,68,67) (31,154) (31) (31) (31) (32,68,67) (31,154) (31) (31) (31) (31) (32,68,67) (31,154) (31) (31) (31) (31) (31) (31) (31) (31)		BOLS BOLS BISS (18/40 723.3 (4/1)
•	JBD         43.5         1.04.5         3.081         3.011         1.11         63.5         1.014         53.7         1.014         53.7         1.015         1.375         1.015         1.375         1.015         1.375         1.015         1.375         1.015         1.375         1.015         1.375         1.015         1.375         1.015         1.375         1.015         1.375         1.015         1.375         1.015         1.375         1.015         1.375         1.015         1.017         1.015	6,600 5,500 Eridentia	948 253.5 Explasions Rin	EL 36.73 Gold Fields SA 48.5 29.1 22 Hartsheed,	Paratal 30.66 90.51 31.02 30.	であり、 2011年2 301年4 25年間の 0年間の 172 37月第2 31日年4 25月17 0月22 97 3日から 0月11日 22月間の 22月5日 1月35 2430 22月3 日本日本11月17日 日本11月17日11111 日本11月17日111	CAC Granal (31/12/82) 460.401 482.7	113.8 113.9 114.5 (5/6) 417.9 (4/1) 113.8 113.9 114.5 (5/6) 97.5 (27/2)
·	665         36.30         (UP	7,501 0,340 Fidis 7,249 66,592 57,558 Fondbarta 59,70 2,026 1,670 General 2010 2,010	99.8 78.5 Hidrate	39.4 30.25 Kieros 641	NYSE Comparise	12         12 <th12< th="">         12         12         12<!--</td--><td>EEEMAANY FAZ Akties (31/12/58)</td><td>00.17 597.87 600.96 68/63 535.78 (27/28 783.2 1775.2 1785.4 69/63 1595.7 (27/28</td></th12<>	EEEMAANY FAZ Akties (31/12/58)	00.17 597.87 600.96 68/63 535.78 (27/28 783.2 1775.2 1785.4 69/63 1595.7 (27/28
	274,5 150 Stockmann W 209.5	49,740 39,400 Generali Abicar', 42,95 19,306 12,286 Gitardini lada, 19,00 20,350 12,350 IF( Prts	1 449.5 400 Hetal Dave Felg., 427.5 550 451 Petrelen (22 Bar) - 476	9.35 7.15 Heleor media 21 9.35 7.15 Heleor	MISDAG DTC Camp _ 442.21 447,10 450.64 450	192 37 154 36 167 99 4.45 192 37 154 36 167 99 4.45 27 36 15 365 34 355 167 35 144 23 19 14 365 34 355 167 35 147 35 19 14 36 378 35 455 55 545 19 14 5 378 35 455 55 5457 19 14 57 145 15 15 15 15 15 15 15 15 15 15 15 15 15	DAX (20/12/87	1552 1752 1760.4 606 15757 (176) 133,43 1429,11 1438,73 606 1271.70 (23/2)
	775 2125 Watshid 610 - 3225 1989	13,400 13,570 Raicelet	0 279.5 166 SNUACE	High         Low         Jona         Data           4.7         .2.75         Absrcom         .3.1           2.5         14.5         AEG		lan 2 May 26 year ago (approx.)	Rome Raine Rang Song Bank C1/7/640 2342.41. 2340.02 23 ITALY	80.48 2355.19 3309.64 (15/5) 2013.61 (5/6)
	1989 Price 224 194 AEG	19,220 Ji, 90 Lloyd Adriatice 19,22 3,280 2,660 Magneti Marciil 3,198 23,500 20,000 Mediotence	122.7 86 Serifiant Eler	31. 21.5 Saftannin & Res., 29 14 10.5 Sage Hauflags 10.5 27 19.5 Sankh (151) Fek 27	June 14 J	3.51 3.38 3.54 nor 7 May 31 year ago (approx.)		13.48 638.42 65L.72 (LANO) 577.49 (28/2)
	718 567 Accort	8 2,275 1,153 Montelian 45,00 9,590 8,830 Oliveti	2,054 1,450 Terrat Hestnick . 1,725 86 70 Union Enc-Fea. , 81.5 3 700 2 540 Union Enc-Fea. , 81.5	24.5 17.5 SA Mars, Apure		298 <u>3.02</u> 294 3.75 23.53 15.35	Hittin (16/5/479	102.99 33213.5 34266.75 (31/5) 30183.79 (5/1) 172.82 2464.34 2544.60 (8/5) 2366.91 (6/1)
	2,305 1,795 Advise Docides ; 2,250 - 425 - 373 Attans	3,600 2,920 Pirelii Spa		200 1/5 Typ Gets	TRADUIC ACTIVITY S Volume	HEW YORK June 16 June 15 June 14	METREALANDS CRS TH_Ra Gen (End 1983) 249.6 249.7 ( CRS All Shr (End 1983) 194.1 294.4	209.1 207.0 209.7 (1566) 208.3 (3/1) 190.0 190.0 194.4 (1566) 366.7 (1/3)
	JAPAN 1989 Price 1989 Price Viet Low June 16 Viet	1989 Price	-1989 Price	;1969 Price	June 15 June 15 June 14 New York	Image: Transfer         1,96.2         1,96.7         1,770           Image: Transfer         862         431         747           Pate: Transfer         862         1,96.7         1,970           Image: Transfer         862         1,96.7         1,970           Image: Transfer         955         1,96.7         1,970           Image: Transfer         955         1,96.7         1,970           Image: Transfer         955         1,96.7         1,970           Image: Transfer         95.7         1,96.7         1,970           Image: Transfer         1,1         1,1         1,1           Image: Transfer         1,4         27         17	NORWAY	26.04 627.34 645.61 (29/0 467.17 (2/1)
	3.050 2.580 Allounota 2.750 1.960 3.580 Japan Radia 1,99	2.190 1.680 Mikto Sec	High Low June 16 Yest 1,050 853, 7akgro Shatm 920 3,220 2,700 Takashimun 2,770	1.99 1.6 Mile 1.94	Invite         Invite<		SUIGAPORE	98.47 1283.84 1310.02 07/53 1030.69 (4/D
	1 950 1 770 All Minore Air _ 1 870 12,240 860 Jap S Battery 1,08	13,000 13,200 Hippen Crel Calt 14,900	2,820 2,250 Talath	5.96 4.9 Mayne Michhai 5.58				

- 35



## **NEW YORK STOCK EXCHANGE COMPOSITE PRICES**

Cirige Close 7111. Castr Close Chige Prev. 10 Blooth High Low Stock Dis. Yis 2 1's Frankis 15's 6's First plat.07 1' 31's 25's First plat.07 1' 31's 25's First 120 31's 6's First 120 61's 41's GITX 2 China Arur. Canas Arur. 2 - 1 2 - 1 304 7 - 1 
 PY 556
 PT 556

 107.01 [2]
 107.01 [3]

 6.2
 71
 6.3

 11
 0.0 [13]
 10

 10
 525
 24.5

 1.7
 10.5 [3]
 2.6

 2.0 [11]
 307.0
 304.4

 3.1
 3.7
 3.8

 2.0
 71.334.4
 3.2.5

 2.0
 71.334.4
 3.2.5

 2.0
 71.334.4
 3.2.5

 2.0
 71.334.4
 3.2.5

 2.0
 71.334.4
 3.2.5

 2.0
 71.334.4
 3.2.5

 2.0
 71.334.4
 3.2.5

 2.0
 71.334.7
 3.2.4

 3.0
 4.32.5
 3.44.1

 7
 7.7
 1.44

 7.0
 1.64
 3.65

 3.61
 3.66
 3.66
 Chigo Close Prev. Quelo Cieso 12 Month High Law Law 
 Product
 <t 22 Signah Part Low Stock DM. 13-44 1-46 CH44 23-5 145 COURT 5 23-5 125 COURT 5 Sleck 
 High Large
 Stack Div.

 701, 25, JAN 10, JAN 20
 251, JAN 20, JAN 20

 701, 114, JACADOT JAN 20
 315, JACADOT JAN 20

 701, 114, JACADOT JAN 20
 315, JACADOT JAN 20

 701, 114, JACADOT JAN 20
 315, JACADOT JAN 20

 701, 124, JAN pr J JAB
 315, JACADOT JAN 20

 705, 114, JACADOT JAN 20
 320, JANN 11, JACADOT JAN 20

 705, 114, JACADOT JAN 20
 320, JANN 11, JACADOT JAN 20

 703, 124, JAN pr J JAN 20
 JACAN WT 1

 221, 125, JANN - K.
 JACADOT JAN 20

 221, 125, JANN - K.
 JACADOT JAN 20

 221, 125, JANN - K.
 JACADON WT 1

 2221, 125, JANN - K.
 JACADOT JAN 20

 2221, 125, JANN - K.
 JACADOT JAN 20

 223, 125, KARDOT JAN 20
 JACADOT JAN 20

 224, 125, KARDOT JAN 20
 JACADOT JAN 20

 225, 125, KARDOT JAN 20 14 N88 92 353 N80 130 34 NCH 78 14 NCH 78 15 NCH 78 10 NCH 71 10 NCH 72 11 NA100 132 234 NACC 70 15 NCH 72 234 NACC 70 235 NACC 70 237 NACC 70 70 NACC 

 2714
 AAR
 -4
 1.4
 27
 0.4
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0.5
 0. 72a 1 1.53 2.60 1.50 2.0 1.50 1.52 1.50 1.52 1.50 1.52 1.50 1.52 1.50 1.52 1.50 1.50 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 2.50 1.52 1.52 2.50 1.52 1.52 1.52 1.55 115 115 64, NSIMO 24, NSIMO 24, NSIMO 24, NSIMO 24, NSIMO 25, NSIMO 25, NSIMO 25, NSIMO 25, NSIMO 25, NSIMO 25, NSIMO 26, NSIMO 26, NSIMO 27, NSIMO 26, NSIMO 27, NSIMO 26, NSIMO 27, NSIMO 26, NSIMO 27, NSIMO 27, NSIMO 28, NSIMO 28, NSIMO 29, NSIMO 20, NS , 10 7.4 465 164, 477 6.5 32 1006 7.05, 776 0-0-12 40 1115, 115 10 1633 15, 13 11, 270 131 100 11, 270 131 100 11, 270 131 100 11, 270 131 100 11, 270 131 100 11, 270 131 100 11, 270 131 100 12, 201 201 201 201 201 201 10, 200 201 224 Myone 4.30 124 Myone 4.30 245 Nyone 4.30 245 Oaklad 85 Oaklad 85 Oaklad 85 Oaklad 85 Oaklad 245 Oaklad 138 Cool of 14 139 Cool of 14 139 Cool of 14 130 Cool of 14 250 Oaklad 144 67 Ones \$7.34 251 Ones \$7 22 DynAm 20 - 6: 55 ECC 6 20 23 EBC 6 20 23 EBC 72 25 EB 27% Cranifik 228 1% Orient 44 1% Orient 45 0% Orient 58 2% Orient 78 2% Orient 78 2% Orient 78 1% Orient 78 1 17 28 384 - 5 324 + 5

4pm prices June 16

22:       The Appropriate       1:       The Article 22:       1:       22: <t< th=""><th>224       135       236       136       237       2</th><th></th><th></th><th></th><th>24         25         26         26         27         <th28< th="">         27         27         27<!--</th--></th28<></th></t<>	224       135       236       136       237       2				24         25         26         26         27 <th28< th="">         27         27         27<!--</th--></th28<>
Microwave Microwave Nicros user Over to user Easy onable Easy onable	Bit Content         15         15         25         16         25         17         25         17         25         17         25         17         25         17         25         17         25         17         25         25         25         25         25         25         25         25         25         25         25         25         25         25         27 <th27< th="">         27         27</th27<>	10         10 <th10< th="">         10         10         10<!--</td--><td>215 115 115 120 216 210 215 210 215 215 215 15 15 15 15 15 15 15 15 15 15 15 15 1</td><td><math display="block"> \begin{array}{cccccccccccccccccccccccccccccccccccc</math></td><td>144       Princip Sin       144       147       144       147       144       147       144       147       144       147       144       147       144       147       144       147       144       147       144       144</td></th10<>	215 115 115 120 216 210 215 210 215 215 215 15 15 15 15 15 15 15 15 15 15 15 15 1	$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	144       Princip Sin       144       147       144       147       144       147       144       147       144       147       144       147       144       147       144       147       144       147       144       144

NE No

-: <u>-</u>

•••

2 . 

37

	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	Badds 7 1 13 4 4 AF 3 13 13 14 14 14       Commany 17 487 41 14 14 14       Start 14 15 14 14 14 14       Start 17 18 15 14 14 14       Start 18 18 18       Start 18 18	
 AMEX COMPOSITE PI	RICES 4pm prices June 16	$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	$\begin{array}{cccccccccccccccccccccccccccccccccccc$	$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	

2

.

ł

# **FINANCIAL TIMES**

THE MONDAY INTERVIEW

Driven by his



The quality

test that

to pass

as banking.

banks fail

here can be few busi-

nessea which are as a obsessed with notions of quality, hnt where the results are as unsatisfactory,

hirubbai Ambani believes that over the next five to ten years a handful of Indian companies will find a place in the Fortune 500 list of the largest international com-panies. He has no doubts that his Reliance group, spread across textiles, petrochemicals and engineering, will be among them.

# world-scale and engineering, while the anong them. Up to now, he says, Indian companies bave failed to achieve internationally com-petitive size because of the restrictions imposed by India's anti-monopoly regulations, its tax structure and an environ-ment that has given priority to small-scale units. "There are hardly three com-panies in India which have a paid up capital of \$100m (£66m). That is peanuts by international standards." he says. "And yet we cousider ourselves a great industrial nation.

nation.

"Even today our companies cannot consolidate their differ-ent activities into one group as ICI can with its many divi-sions. How can we be respected in the international capital

as banking. Talk to any senior banker these days about his aims and before many words have passed his lips he will be on to Most large Indian industrial groups - the Tatas, the Birlas and others - are best passed his lips he will be on to quality. Yet quiz a customer of his, particularly a retail cus-tomer, and yon will probably jnst as quickly hear grum-hlings and complaints. Why is it that hanks have such tronhie getting "quality" ont into the market? The answer is because the problem is exceedingly profound. described as clusters of compadescribed as clusters of compar-nles often separately quoted on the stock market with the con-trolling family providing a loose, overall leadership. But Mr Ambani believes that inter-national competition is forcing

is exceedingly profound. One reason is that banks, because of their special char-acter built on trust and pru-dence, have to make a particu-larly hig effort to achieve a level of service which is recog-

level of service which is recog-nisable for its quality. Theirs is not a husiness where there is room for cut-price, down-market operators. If your bank fails you, it is not the same as if the supermarket sells you a bad can of beans. This should mean that banks have more experience of ach-ieving quality. But paradoxi-cally, it works the other way round. Banks fail the quality test because the expectations are that much higher. A second reason is that the

A second reason is that the structure of banks militates against quality. They are large and cumbersome, the motiva-tional current is weak, and, at least until recently, there was insufficient competition in the banking market to make quality matter. Bankers do not even agree whether they should pay incentives for qual-

The third reason is, how-ever, the one which must be the principal one: despite all their talk about quality, bank-ers remain fundamentally, but secretly, unconvinced about it. This became clear to me at a mean cominar on the sublect recent seminar on the subject arranged hy PA Consulting Group called "Quality: culture and profit."

ambitions David Housego and R.C. Murthy talk to Dhirubhai Ambani of India's Reliance group

capital intensive, civil engi-neering, import aubstitution, world-scale businesses. If the power sector or the roads sec-tor are released to the private sector, we will go for that. If we go into oil refining it is because we are a petrochemiwe go into oil remning it is because we are a petrochemi-cals company. All the Seven Sisters have integrated back-wards from refining to crack-ing, to making plastics and marketing them. We will go

marketing them. We will go into oil exploration as well if that is opened up to us." A self-made man who started out working a petrol pump in Aden, Mr Ambani has built Reliance up from a small tex-tile company to one of India's leading groups in less than a changes in both the strategies

of the groups and the Govern-ment's attitude towards them. ment's attitude towards them. Reliance is investing \$1bn a year over the next five years in pursuit of his ambition to establish a multi-faceted con-giomerate in the Korean style. With its takeover of Larsen and Tonhro, India'a leading engineering concern, last year, Reliance has hroadened its activities from textiles and chemicals to heavy industrial plant fabrication and construcleading groups in less than a decade. His speech comes in short, staccato bursts broken by broad grins and raucous laughter. Businessmen credit him with a stronger strategic sense than possibly any other Indian industrialist. When pushed into a corner, he fights like an alley cat.

nke an alley Cat. Three years ago, he nearly came a tumble when investiga-tions into alleged tax and for-eign exchange violations pre-cipitated a slump in Reliance'a share price. Part of his strength now is that close con-tacts with Define Minister Patier plant fabrication and construc-tion. The takeover also makes it India's largest group in terms of assets, and puts it a short head behind the Tatas in terms of market capitalisation. Reliance claims to account tacts with Prime Minister Rativ for 9.4 per cent of the value of the Indian stock market. Its strategy is to focus on the

tacts with Prime Minister Rajiv Gandhi's administration make him possibly the most powerful industrialist in India. His axisting purefled tere-phthalic acid (pta) plant on the West Coast of India benefits from Reliance being a monoply supplier in which it is free to set its own price and imports are banned. It has raised the price of pta from Rs 23 (920) a infrastructure areas – petro-chemicals, powar generation, road construction – where expansion is rapid and which the government is opening up to the private sector because it is unable to finance and manage the volume of projects price of pta from Rs 23 (92p) a kilogram last summer to a cur-"We will go for the core sec-tors," Mr Ambani says,"for the rent price of Rs 37. The Public

The law and the

right to strike

Accounts Committee recently claimed that Reliance had violated a series of customs and tax regulations and questioned a government dispensation allowing it to pay Rs 310m in duties in 138 instalments over two years, with consequent loss to the exchequer and benefit to the group. Mr Ambani's chief innova-

tion has been to huld plants of world-scale capacity in India and to demonstrate that popular savings presented a vast untapped market for raising equity capital. Reliance pio-neered the issue of convertible debentures and their Rs 5.1bn

#### PERSONAL FILE 1934 Bom

in Aden for a Sheii subsidiary 1969 Set up Reliance as tex-

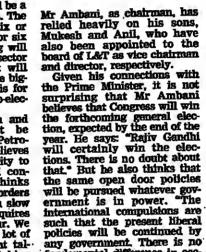
tile manufacturer 1977 Reliance goes public 1988 Reliance takes over Larsen and Toubro

issne last year was, at the time, the largest ever. "No company had thought before of deliberately having a large number of shareholders," says Mr Ambani, justifiably claiming credit for widening popular share ownership in India. "Wa have brought 1.6m, shareholders into Reliance Industries (the group's flagship company) and 2.3m sharehold-ers into Reliance Petrochemicals (a new venture launched last year)." "We had a very clear choice when we floated Reliance Pet-

rochemicals in August. Wa could have kept the number of shareholders down to a million and saved ourselves on service ing costs in terms of sending reports, etc. Or we could have gone for a really broad-based shareholding which was what we decided."

Refiance's power to tap the capital markets for large sums now allows it to go into areas which wera traditionally reserved for the public sector but which the Government is having difficulties in financing. "India needs to build 13 refiner-ies between now and the year 2000 at a total cost of about \$14bn. Now it is not possible for all that to come from the Government, So there will be a sharing of responsibilities. The Government will build six or Government will bill six or seven — the private sector six or seven. The same thing will be true for the power sector though the Government will obviously take care of the big-gest requirement which is for nuclear and hydel (hydro-elec-tric) plants

tric) plants. In taking over Larsen and Toubro, which might be merged with Reliance Petro-chemicals, Mr Ambani believes chemicals, Mr Ambani Delleves he will have the capability to handle large plant and con-struction projects. He thinks he can win for L&T the orders that it has recently been slow to obtain. "A company requires a leader, a push, a vigour. We provide that. L&T has a lot of professional management talprovide that. Let i has a lot of professional management tal-ent. We can add the risk-taking ability and the entrepreneur-ship of the Reliance group." Like many Indian groups, Reliance is family dominated. Since a stroke three years ago,



International compulsions are such that the present liberal policies will be continued by any government. There is no fundamental difference in eco-nomic policies between the parties – including the Com-munists." He expects long-term conti-multy in the shift towards more

'We will go for the core sectors' market-oriented policies. "In 1960 nobody would have imag-ined that the private sector would be allowed to put up fer-tiliser plants. Nobody could hava imagined refinaries jointly owned by the public and private sector. Nobody could have imagined gas-based power plants in the private sec-tor.

To 1980 the number of shareholders in our country was hardly half a million. Today there are about 10m. This is at a time when mutual funds are owned by the Gov-ernment. There are no private mutual funds though I expect this to come." Mr Ambani reacts angrily to charges that his success partly stems from the influence he

wields in government. "Other people accuse me of this because they cannot do the things I have done. Why were we the first to go international and to build world-size plants?

How is it that we have 2.3m reholders willing to support **US?** 

He thinks India is unfairly described as one of the most corrupt countries in the world "I have read that the parallel economy in the United States is worth over \$500bn. Is there no corruption in Japan or the

The Ambanis' most recent venture is the information industry. They have bought the Indian weekly, Commerce, with its associated research burean and are turning it into burean and are turning it into a daily as a first step towards a larger role in the publishing world. They have sounded out both the Financial Times and The Wall Street Journal about possible the-ups. "We would like to bring a new look to this whole business of informa-tion," says Mr Ambani. "In five or ten years' time the informa-tion industry is going to be very big business in India."



38

lisota

nalitio Nalitio elected

13.2-2.5

πy «

75-22.1

7. 75.

14- LC

.

Sec. 10

· · ·

•••

са 7 бо;

. .

T-K

• • •

3

. .

**h**... 

#### A competitive factor

The chief executive of one of the UK's top clearing banks delivered a hard-hitting speech about how quality had become a competitive factor. Bankers who do not serve their custom-ers with what they want at the right price will lose out, he

said. Yet I am a customer of his bank, and I see a different pic-ture. Almost every week I receive sales literature urging me to buy more products. Only once in the last five years have I been aware of this bank seek-ing its customers' opinions. That was in the form of a anestionnaire left casually in a questionnaire left casually in a hox at the local hranch. In other words, the bank uses other words, the bank uses direct mail to sell products, hnt uses only a passive tech-ulque to sound out its custom-ers and measure its perfor-mance. As one of the hiunter bankers at the seminar put it: "Bankers just distribute bro-churge " chures.

This is, I believe, indicative of deepiy rooted attitudes in the banking husiness. When bankers talk of quality, more often than not they are refer-ring to internal measures of efficiency: approving loans fas-ter, reducing statement errors, improving accommunications ter, reducing statement errors, improving communications hetween head office and branches. That may be good for the bank. Bnt they are not talking about the nub of their relationships with their cusformers, and raising the satis-faction rate, which is ulti-mately what quality is all

This is human nature, after all. It is easier for most of us to tinker with the internal system than to go ont into the market, look people in the eye and do a good job for them. And bankers, locked away behind their marble facades labour. and robber-proof tills, find it hardest of all.

It merely recognises the fact that limits placed on the right to strike represent a measure It is often said that increased competition will of the strength which trade spnr a greater awareness of unions, in the last resort, can bring to bear at the bargaining table. Bargaining, ideally, should be able to achieve its quality among bankers. Possi-bly. But many bankers still think of quality as an expense with a tennous relationship to profit, and in competitive times their inclination is to object without anyone having to turn to litigation. If the litigious process seriously weakpush it far down the spending

It would be nice to think that a crock of gold awalts the first bank which bridges the public interest. gulf between talk and action on quality. But the gnlf remains deep and wide.

David Lascelles

WHEN British Rail goes to the High Court today for an injunction to prevent the National Union of Railwaymen from staging a one day strike on Wednesday June 21, it will be adding another worrying example of how contemporary litigation in the realm of indus-trial relations is fast reducing to impotence the workers' negotiating power with employers, by the exercise of the right to strike as an essen-tial element in the principle of the right to surke as an essen-tial element in the principle of collective bargaining. The British Rail casa is unusual in the sense that it

resolved attacks the union ballot on the

teasing out difficult issues of fact and law. The courts have grounds of irregularities in the These include allegations that members of the National Union of Railwaymen had not all received balloting forms. rub.

rub. The general principle to be applied by a judge nowadays in deciding whether or not to grant an interlocutory injunc-tion to prevent strike action was authoritatively stated by the House of Lords in 1975 – The court at this atage will clearly be nnabla to decide whether the balloting of all members took place properly, and if not, how the result would have been affected. The actual result of the ballot on a recorded vote of 70 per cant of the members was three to one in favour of a ban on overtime,

and hy nearly 60 per cent in favour of a 24 hours strike. Parallel with this important case, the House of Lords today case, the House of Lorus today begins the bearing of the appeal by the Transport and General Workers Union against the injunction which the Court of Appeal surpris-ingly imposed, less than a fort-night again to automate a lawful night ago, to prevent a lawful national dock lahour strike taking place. The problem stems from the

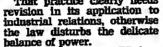
unhelpful interjection of the legal process into industrial relations. To protect the right to strike is neither to approve nor disapprove of its exercise in any particular withdrawal of

> injunction. industrial relations tend to

ens the right to strike, then the workers' bargaining power is correspondingly lessened, ulti-mately to the detriment of the

infunction. The problem facing the court age to the public interest jeopardy in the delicate bal-which a strike in a national ance of competing powers for industry, on a national scale, is: what to do when at the hearing of a legal action the would be bound to cause.

Those two factors weight the balance in favour of employers. Even if the factors do no more than, produce an evenly bal-anced situation, the practice sanctioned by the 1975 House of Lords decision is for the court to seek to maintain the existing state of affairs - that is, always to favour the continuation of work. That practice clearly needs



eral, so the potentiality of stop-page is indispensable to indus-trial relations. Tha desire muat ha to

The desire must he to restrict to an irreducible mini-mum the actual incidence of going to law. Although strike action must be limited to ensure that the public obtains the essantial mublic actuation is near the strike actual to the strike and actual to the strike actual to the st

supplies and services it needs

- a matter of growing impor-tance, with the development of service industries and with a

rapid cultural change in the

powers for collective bargain-

ble conditions of work.

All this dictates an approach

There can be no equilibrium in industrial relations without be comprehensively and finally a freedom to strike. In protect-Time is often lacking for a freedom to strike. In protect-ing that freedom, the law also protects the legitimate expecta-tion of management that it can use its right to property for the same purpose on its side. At present the law's protection is tiltad in favour of the amplear

to do their best in deciding what should heppen pending the full trial. Therein lies the employer. The consequence of a break-

The consequence of a break-down in collective bargaining is always a waste of social resources. So is litigation in the courts. But just as the potentiality of litigation is an indispensable condition to good social relations in gencuriously, a case concerning the alleged infringement of a patent for the use as absorb-

able surgical sutures. The court's starting point is to ensure that there is a seri-ous question to be tried, and not just a frivolous claim. There is no need (as there had applying for the injunction to establish that he has a prima estantish that he has a prima facie case. At that stage the court cannot resolve conflicts of evidence or decide difficult questions of law, which must inevitably be left to the court of trial of trial.

concept of what is essential for normal civilised life - the Once the party seeking an injunction has established an arguable case, the courts have to includge in a balancing exerlaw's intervention must be such as to retain the evenhandedness in the relative cise to see which party would be the more inconvenienced by the grant or refusal of the

by the law to interlocatory injunction peculiar to tha Two factors in the realm of work against the exercise of the right to strike. The first is the financial loss which employers would suffer

injunction peculiar to that industrial scene. Employers should be required to do more than merely establish arguably that they will win their case at trial. The need is for the judges if the strike is allowed to go ahead. Increasingly, the limited availability of union funds to meet potentially buge - not to say stupendous - losses more likely than not that they to meet potentially buge - not to say stupendous - losses will win - which is what they drives employers to seek the had to do before 1975. law'a pre-emptive strike of an Any lesser burden places the right to strike too much in

More impelling is the dam-

# **OF SUCCESS.** Pre tax profits of £325m.

A CLEAR EXAMPLE

### Earnings per share were 27.3p.

#### Dividend increased by 13% to 9.5p.

Over five years earnings per share have grown 28% compound and dividends 20% compound.

The financial results are aposher record for the Group. Pro-tax profit in to £325 million and carnings attributable to sharobolders accorded 2200 million. The quality of earnings has improved further to a result of the better workdwide

ce of the Group and the increasing profits being generated by Visioncast. Earnings per share have improved by Lip to 27.3p. The second interim dividend has been increased by 0.79p to 6.84p per share. giving a total dividend for the year of 9.5p per share, an increase of Lip.

In the past five years, dividends to staroholders inwe increased by 25% stad = year and earnings per share have risen by 25% compound. Threever has increased to £2,573 million while operating prefits rose to £349

illion, sy 14% on 1988.

All carmajor operations, with the exception of Optropics, have performed well. This is the frast year for the last three that our trading results have not been

ted by a change in the year and of some of our major subsidiaries. To mea Oroup's underlying growth, more meaningful comparisons can be russe by eliminatin this "extra" pro-tax profit of £15 million in 1988. Comparing the last two years on the basis, turnover lass increased by 18% and operating roofs by 19% After absorbing the Instruction of the Visioncare and the Australiante acquisitions, the pre-tor profit has risen by 13%, and E.P.S. by 8.8% in spite of the forecast dilution failowing the Visioncare

on. Investment and related companies' income in 1999 has benefited from major tions from Maxico and Brazil, with smaller amounts from Argentina and Germany.

Oroup capital expenditure at \$217 million continues high so our core uses of flat and safety glass and vision care construct new facilities to most

ing world demand for our products. Acquisition costs amounted to £175 million, three quarters of which is of for by the purchase of the romaining shows in Plikington ACI, Australia, and New Zealand Window Glass.

The other major expenditure relates to the offer to buy out the minority offers in Flactudias and Dablbusch.

This considerable Group activity in acquisitions and capital expenditors has and to Group net horrowings increasing by \$212 million to \$609 million at the year and.

As expected, the Group's net genring has risen from 39% to 59% of shareholders' funds. The Group's gearing should be reduced during 1989/1990 as a result of the each by Nippon Shoet Glass in Libber-Owens-Ford, through selective

mont and through strong internal cash goosetion.

Both net interest cover of 5.7 times and dividend cover of 2.9 times remains

The iznation charge is 30% of pre-tax profit (1988 - 33%), benefiting particula from tax allowances on capital investments around the world.

The extraordinary charge of £24 million rotates entirely to the rest costs of our safety glass operations in the U.S.A.

#### FLAT AND SAFETY GLASS

The European operations of flat and safety glass have achieved profits of £152 illion with a LS% margin on sales of over £1 billion. Two new flost lines are under ction, in the United Kingdom and in Germany, to estisfy the growth in domand. In the United States, Libber-Owens-Perd's profits have risen to £35 million, a ventent. They have signed a new first year agreement with General Motors for

the supply of antomotive glass throughout North America. Nippon Sheet Gasse Co. Ltd. have been invited to join us as a partner in Libber-

ns-Ford. They will lovest (JS\$230 million to purchase a 20% interest, subject to curance from the necessary governmental antiperities. Through this perturbing we istand to build on our world leadership in astantistive glass products and to strengthest our ability to sarve the automotive industry.

Australia, whose second float Hos began production in November, and South Africa have each achieved another exectlent year with record sales and profits.

#### INSULATION AND REPROCEMENTS

The mild writter has undoubtedly bud an advance effect on the over representes in the United Kingdom. In for insulation. This has led to increased competitiv spite of this, performance remains anticinctory. Higher insulation standards expected to come into force in 1990 as part of the new Suitching Regulations will be welcome.

## VISIONCARE

At Pikington Visionouro, our management has now brought together a at and cobosive world opinikalanic business. Sates have rised to 5222 entition (1988 - £184 million) and profits have risen to £35 million (1988 - £15 million). Profit margins are now above those achieved by Sola before the U.S. Visioncare and Our vision ours bus ness has been further strongthened by the acquisition in

May 1989 of CooperVision's European contact loss operations

#### OPTRONICS

Optronics has suffered a considerable reduction in soles of defense ment, and a continued erosion of profit margins on contracts with the Ministry of Defence has resulted in a trading loss of \$2 million for the year. A major sedue ne at Barr & Stroud and other remedial actions, estimated to cost \$4.5 million have since been impleme

TECHNOLOGY AND LICENSING INCOME

Earnings from float theansing and technical assistance nted to £29 million (1988 - 525 million).

#### PROSPECTS

The invandints fature is difficult to predict during a period in which we are cing high interest rates and large relative sporements in the value of the world's ntior currencies.

tions are now better spread and trading conditions in the majority of them have been favourable, with little sign of any slow own in the world occ

#### STATEMENT BY THE CRAIRMAN ANTONY R. FL.KINGTON

#### **FINANCIAL ERGRILIGHTS**

Turoover	1989 Em 2,572.6	<u>1982</u> .fm 2,332,9
Operating Profit	349.2	305.7
Investment income and related companies. Interest paid less received	44.5 (68.3)	34.0 (37.4)
Group profit before texation	325.2	302.3
Bamings per ordinery share Dividends - per ordinery share - gross equivalent	27.3p 9.50p (2.67p	26.2p 8.40p (1.29p





